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MANUFACTURING CONFECTIONER

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS

Most of the high grade peppermint oil comes from the United States. The Japanese oil, high in menthol content, has been cut off by the war.

OTHER FEATURES

Packaging Company Gets "E" Award Food For Victory

Editorials Technical Literature

Make Your "SEE-Power" Greater

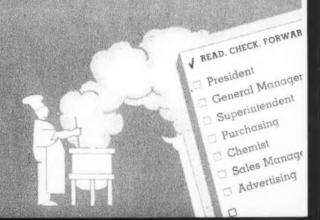
Candy Clinic

Container Shortage

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On the News-Front



Perfect for your

IMITATION SPICE OIL FLAVORS

ANISE CASSIA CLOVES GINGER CINNAMON CORIANDER NUTMEG

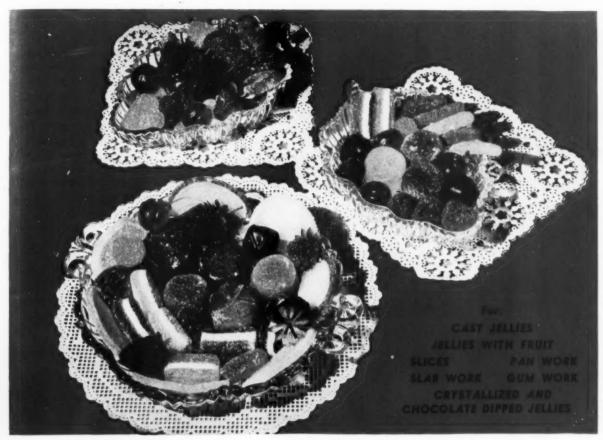
and many others

You can use Felton "Full Strength" Imitation Spice Oils wherever spice flavor is desired. Exceptionally faithful replacements for the natural spice oils, uninfluenced by shortages or restrictions! * WRITE FOR TESTING SAMPLES AND QUOTATIONS

FELTON CHEMICAL Co. 399 JOHNSON AVE., B'KLYN., N. Y. . BRANCHES PRINCIPAL CITIES Manufacturers of Flavors, Essential Oils, Aromatic Chemicals



ere's a Felton Flavor every kind of candy ested in the batchfect for the purpose"



CONFECTIONERS

THE ALL-AMERICAN JELLY COLLOID

Proved in America's Foremost Candy Factories

Easy Working

Economical

Foolproof

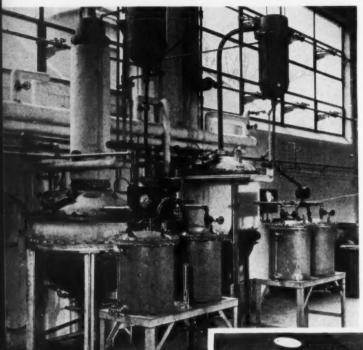
Unusual PRODUCTION FEATURES

- 1. No jamming or setting in depositors.
- 2. Excessive amounts of acid can be added without inducing syneresis and setting time can be controlled.
- 3. Veg-A-Loid jellies can carry 5% more water without any bleeding or sweating.
- 4. Ratio of sugar and glucose can be varied to extremes.
- 5. Simple to handle, to cook; unbelievably fast drying.
- 6. Requires no hot rooms, no soaking; produces no joam; cannot scorch.
 - 7. A real time and labor saver.

REMEMBER the rush for replacements when material shortages first loomed? It was about this time when some candy manufacturers turned to VEG-A-LOID. Still other manufacturers wanted to be sure -and tested VEG-A-LOID-just in case. In all instances, Veg-A-Loid more than proved its worth. Its sound formula, tested workability and the goodness in taste and purity that it imparts have made it a standard, permanent material in many of America's foremost candy factories. Note Veg-A-Loid's working advantages. Test Veg-A-Loid in your own factory. Write us your requirements and your problems when you send for a trial batch-no obligation. Just ask for Recipe M. Our Service Department is at your disposal.



BACKGROUND VALUES . . . a PART of the product, APART from the price



HEN ordering flavors or essential oils, careful buyers keep two very practical considerations uppermost in mind,-the quality of these materials and their economy or ultimate cost. By enlarging the manufacturing capacity of our Clifton Plant, we have proceeded on the theory that the closer we can come to satisfying these considerations, the better will be our chances of retaining the good will and patronage of particular customers. That this theory is sound is proven by their increasing dependence upon us as their sole or principal source of flavoring supplies. Closer supervision and control of all manufacturing operations and direct manufacturer-to-customer distribution-these factors give us competitive advantage in producing the highest quality materials at the lowest possible cost. Remember this . . . and next time you are in the market for essential oils or flavoring raw materials, let us quote you.

Above: Stills for rectification and fractionation of oils and aromatics.

Right: A battery of 500 gallon stills, used mainly for distillation of plant materials, such as spices, roots, herbs, etc.



Est. 1871



FRITZSCHE BROTHERS, Inc.

BOSTON CHICAGO LOS ANGELES ST. LOUIS TORONTO, CANADA MEXICO, D. F. FACTORIES AT CLIFTON. H. J. AND SEILLEANS (VAR) FRANCE

Manufacturers and FLAVORS.

Manufacturers GRADE FLAVORS and HIGHEST COMPOUNDS and SEASONING COMPOUNDS SEASONING COMPOUNDS ASSENTIAL

THE

MANUFACTURING

CONFECTIONER

"READ WHEREVER CANDY IS MADE"

Pioneer Specialized Publication for Confectionery Manufacturers PLANT MANAGEMENT, PRODUCTION METHODS, MATERIALS, EQUIPMENT, PURCHASING, SALES, MERCHANDISING

Vol. XXIII, No. 11

November, 1943

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400 West Madison St. (Daily News Bldg.) Chicago, 6, Illinois, Telephone Franklin 6369

Eastern Office 303 West 42nd St., New York City, 18, N. Y. Telephone Circle 6-6456 LONG'S FLAVORS AN . . LONG'S FLAVORS AND COLORS . LONG'S FL . LONG'S FLAV COLORS . . LONG'S LONG'S F AND COLORS . AND COLORS AVORS AND COLO FLAVORS AND COLORS U. S. Cert. Food Colors ONG'S FLAVORS AND LONG'S FLAVORS AND C JAMES B. LONG & CO., INC. . LONG'S FLAVORS 818 N. Franklin St. 415 Greenwich St. . LONG'S FLAV CHICAGO, ILL YORK, N.Y. COLORS . . LONG'S FL . LONG'S AND COLORS . . FLAVORS AND COLORS LONG'S FLAVORS AND

Quality Still the Same!

Government restrictions upon the Chocolate industry will necessarily limit production. We will however maintain our policy to make Merckens Chocolate Coating and Cocoa the best!

Taking care of our customer's needs will be our earnest endeavour although full cooperation with our government may prevent supplying every requirement.

MERCKENS CHOCOLATE CO., Inc.

Buffalo, New York

BRANCHES AND WAREHOUSE STOCKS IN
BOSTON, NEW YORK, CHICAGO, LOS ANGELES





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WHAT PRICE

alcohol containers shipping space

These are days of seemingly endless problems. Production is affected by shortages and shipping curtailments; by government needs for critical materials and vital shipping space. American industry is determined that the first consideration be "clear the tracks for the armed forces."

This means manufacturers must have materials of concentrated form and effect.

FLORASYNTH'S CONCENTRATED CITRUS OILS,

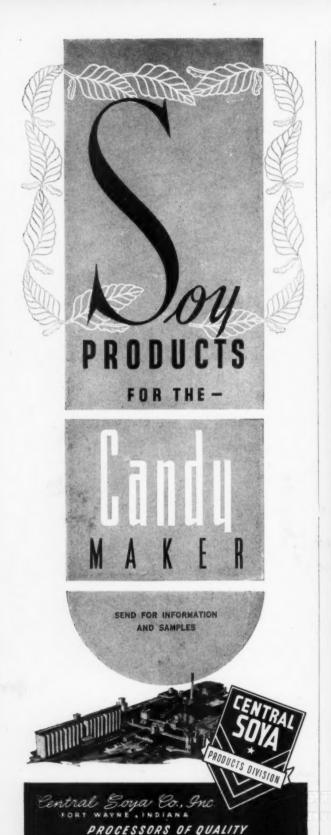
PURE VANILLA CONCENTRATES and CONCENTRATED CANDY FLAVORS, utilized for food and confectionery production, had proved their effectiveness and efficiency long before war clouds hovered . . . in fact, since the First World War. By a minimum requirement of alcohol for preparation, by minimum requirement for packaging materials and shipping space, they are now proving this phase of "concentrated" economy.

Their concentrated value was proved long before the conditions of the day.

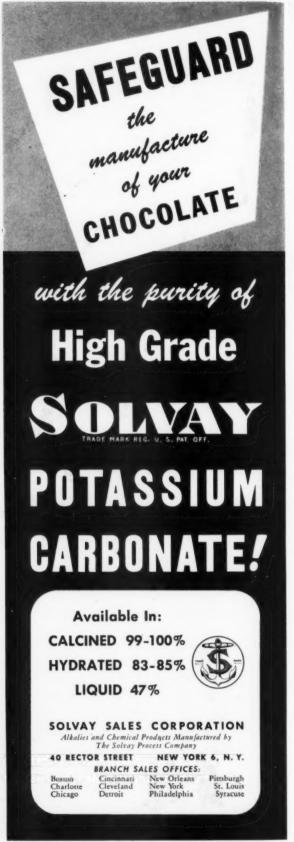
Florasynth LABORATORIES, INC.
1513-1533 OLMSTEAD AVE., NEW YORK 61, N. Y.

CHICAGO • DALLAS • DENVER • LOS ANGELES NEW ORLEANS • SAN FRANCISCO • SEATTLE Florasynth Labs. (Canada) Ltd. — Montreal • Toronto • Vanceuver • Winniper Florasynth Labsoratories de Mexico S. A. — Mexico City





PRODUCTS



CANDY BUYERS' DIRECTORY

Off the Press Dec. 1

Contains complete listings, by types of confectionery, of every wholesale manufacturer of candy in the United States.

It's the only authentic and accurate DIRECTORY of the manufacturers of America's confections, and is annually gaining a wider reputation both within and outside of the Industry as the only authoritative "Who's Who" of the Industry.

Every supplier of raw materials, machinery or equipment usable in confectionery production and sales should have copies for himself and sales force. Listings include all commercial candy manufacturers who sell at wholesale, nationally, sectionally, and are classified according to types of candy sold. The 1944 edition of the CANDY BUYERS' DIRECTORY will be a profitable adjunct to the sales kits of all who wish to bring their goods or services to the attention of the Candy Industry. It lists the following manufacturers: Bar Goods; Bon Bons;

It lists the following manufacturers: Bar Goods; Bon Bons;
Butter Scotch; Caramels; Chewing Gum; Chocolates in Bulk;
Chocolate Covered Cherries; Chocolate Covered Nuts; Chocolate
Molded Goods; Chocolates in Pails; Coconut Goods;

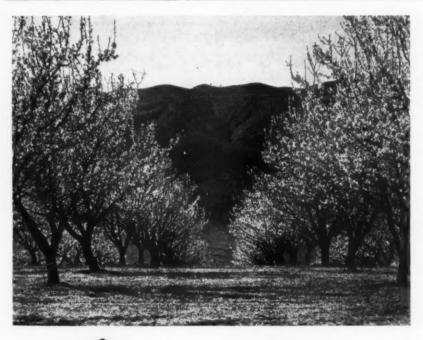
Molded Goods; Chocolates in Pails; Coconut Goods; Cordials; Cough Drops; Cream Goods; Fudge Work; Glaced Fruits; Gums and Jellies; Hand Rolls; Hard Candies; Kisses; Licorice; Lozenges; Marshmallows; Mints; Nougats; Nutmeats; Packaged Goods; Pan Work; Penny Goods; Popcorn Specialties; Seasonal Specialties; Suckers; Sugar Wafer Work; Taffy Work; Taffy—Salt Water; Toffee; Vending Machine Candies.

THE CANDY BUYERS' DIRECTORY

400 W. Madison St.

Room 2008

Chicago 6, Illinois



Blue Diamond quality starts with the orchard

No wonder Blue Diamond Almonds are the finest you can buy! They come from the finest Almond orchards in the world... orchards that are carefully and scientifically cultivated by the growers who comprise and own the California Almond Growers Exchange.

Then too, Blue Diamond Almonds are processed and packed in the growers' own ultra-modern plant ... by methods and equipment specifically designed by experts who know your Almond needs.

For top quality every time...insist on Blue Diamond Almonds!



DIAMOND ALMONDS

The top-quality grade of the California Almond Growers Exchange, the growers' own cooperative association.



Confectioners Starches

Confectioners
Crystal Three Star Corn Syrup

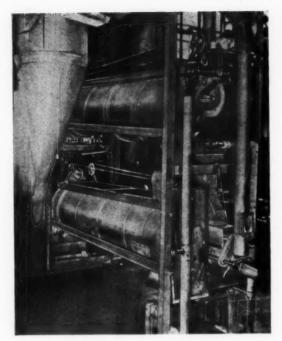
Cerelose, pure DEXTROSE sugar

QUALITY

SERVICE

UNIFORMITY

CORN PRODUCTS SALES COMPANY · 17 BATTERY PLACE, N. Y. C.



1-Double Huhn Starch Dryer

UNUSUAL OFFERING OF DESIRABLE MODERN CON-FECTIONERY MACHINERY AND EQUIPMENT

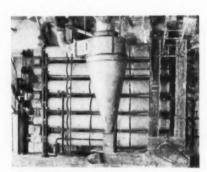
Equipment of this Nature is Rarely Offered for Resale!

Still Set Up in Recent Location, All Reconditioned and Guaranteed!

Every Offering Subject Prior Sale. Wire Collect for Prices and Details.



1-National Equipment Fully Automatic Steel Mogul.



Wolf Starch Cleaner and Dryer



EQUIPMENT WANTED

You can perform a war time service by putting every sur-plus and idle machine back to work! We have jobs for unemployed equipment in plants doing war work. Wire collect, description and lowest cash price!

- 1-Double Huhn Starch Dryer
- 1-Welf Starch Cleaner and Dryer
- -National Equipment Company Fully Auto-matic Steel Mogul
- -Late Style National Equipment Company 110-gallon capacity Marshmallow Beater 2500-Standard Size Starch Trays.

Other Offerings From Our New York Stock!

National Equipment Fully Automatic Wood Mogul, type AD.
National Equipment Wood Mogul, Type A.
Hershey Starch Dryer and Conditioner, motor driven.
National Simplex Starch Bucks.
National Equipment Wood and Steel Mogul Pumps, large selection.
16" National Equipment Enrobers, automatic feeders, bottomers, detailers, Motor drives, Kihlgren strokers

strokers.

National Equipment, 2,000-lb. Chocolate Melter.

National Equipment Chocolate Melters, 150, 300, 500 and 1,000 lb. capacities. Belt and motor driven.

Werner Racine and Lehman Chocolate Melters, 100, 300, 500 and 2,000 lb. cap.

Racine Duplex type sucker machine with 24 ft. conveyor and cooler.

Racine Model M and Model H Die Pop Machines, motor driven.

Racine Model M and Model H Die For Fattente, motor driven.

Werner Fully Automatic and Semi-Automatic Ball Machines, with Sizers and 2 sets of rollers. York Batch Rollers, 6 ft., 7 ft., and 8 ft. sizes.

Cooling Tables, 3 x 8 ft., and 3 x 6 ft. sizes.

150 gal. down to 10 gal. cap. Single and Double Action Mixing Kettles Stationary and Tilting Types.

5 to 250 gal. Steam Jacketed Copper Cooking Kettles all types and makes with and without bottom outlets.

outlets.
Savage Jacketed 200 lb. cap., Marshmallow Beaters
with Breaker Bars, motor driven.
Savage 150 lb. cap. Marshmallow Beaters.
Werner 150 lb. cap., double action Marshmallow

Beater. National Equipment 50 gal. cap. Marshmallow

National Equipment 30 qui. Cap. Simplex Model E. Steam Vacuum Cooker.
National Equipment and Werner 800 and 1,000 lb. cap. Syrup Coolers and Cream Beaters.
National Equipment 50 qul. cap. type E. B. Cream

STANDARD EQUIPMEN

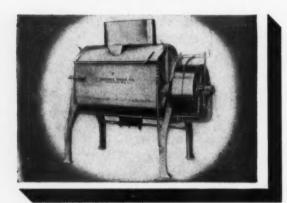
318-322 Lafayette Street

NEW YORK, N. Y.

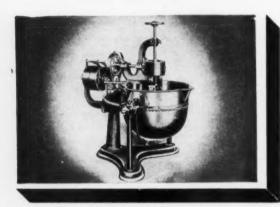
Cable Address-"Confecmach"



PORTABLE FIRE MIXER. Exclusive break back feature. Reduces labor cost. Motor drive only. Gas or Coke furnace. Sizes 12. 17 and 20 gallon capacity.



TILTING MIXER. Adaptable for caramel, nougat and coconut batches. Double action agitator. Belt drive or motor drive. Sizes 25, 35 and 50 gallon.



OVAL TYPE MARSHMALLOW BEATER. 100% sanitary. More beating space for volume. Faster heat discharge. Quick cooling. 150 and 200 pound sizes. Belt or motor drive.

"Fighting Food" for Fighting Men

Produced by SAVAGE Machines

SAVAGE is backing up our fighting men by maintaining the equipment which carries the SAVAGE name in tip-top condition so that the manufacture of that "fighting food", candy, is not slowed down. SAVAGE maintains a service department, described below, which is ready to help you "keep 'em running."

We can't sell you any new machines now, unless you have a **very HIGH** priority rating. The only machinery which we can sell you at this time is used or rebuilt machines under \$300 in value, IF they are available.

We can help you keep your present SAVAGE machines in tip-top running condition. Our service department was established to help you keep your machines in good repair. They will last you a great deal longer. SAVAGE machines are built to take hard wear. So, given the added help of constant repair, they will double their lifetime of active service in your plant. There's hardly a plant in the industry which does not have some piece of SAVAGE machinery or equipment, giving faithful and efficient service, day for day, and year for year.

SAVAGE has given almost a century of service to manufacturing confectioners. This long record of high-quality machinery production plus efficient repair service has made the name SAVAGE synonymous with candy machine quality.

SAVAGE BROS. CO.
2638 GLADYS AVE., CHICAGO, ILLINOIS







"Horse and Buggy" Distribution

The candy manufacturing industry has grown from the stage of hand dipping, and other manual production of candy to the mass production stage.

But the methods of distribution of this candy has not kept pace with production methods. We are in a machine age of production and a "horse and buggy" age of distribution.

It's no secret that before the war, our marketing and advertising mechanism had failed to keep up with the general progress of the industry. The inefficiency and high cost of marketing was becoming intolerable.

Progressive companies, both manufacturing and distributing, were doing something about it, and the careful analyst could see that we were on the threshold of gigantic developments when the war came. Many inefficient marketers were literally "saved by the bell" and the war contracts which followed.

The basic answer to the question "What's Ahead in Marketing?," is to be found in the study of the future market. In the words of Dr. Lyndon O. Brown, Professor of Marketing, Northwestern University, "markets are people—they always have been and always will be. Modern advertising and marketing must be geared to a realistic understanding of people—what they are like, how they behave, what makes them tick as buyers."

Dr. Brown lists five changes that we'll find in the people who make up markets after the war. They are:

New purchasing power in the hands of the people. A great deal of it is going into the bank and into bonds for post-war spending. New freedom, a breaking of old routines. New experiences that open up new vistas which mean new wants and new desires. New knowledge and skills, on higher levels that mean more potential earning power, more critical buying. And lastly, new demands, from new kinds of customers.

It is necessary to start planning now for the future. To the candy manufacturer, that means planning for the post-war era when candy-hungry civilians will spend more money than ever before on candy, not only because it's "sweet," but because it is rapidly becoming known as a valuable *food* which rightfully belongs in our balanced diet.

The distribution system must be prepared for an unprecedented sales volume, a high-pressure expansion of business volume and purchasing power. The distributor and the manufacturer must remember that after the war, people with plenty of money to spend won't settle for cheap, low grade substitute products of any kind, much less candy. The emphasis will be on high quality, and attractive products.

The war has had another important effect on buying habits. It has made the average consumer a much more careful buyer. Product shortages have emphasized care in purchasing. Quality is the focal point for manufacturers and distributors to aim at.

It is predicted that after the war, there will be great decentralization of markets. Many analysts say cities won't grow so rapidly, that population and industry will decentralize, markets will spread.

Self-service stores are one of the new marketing mediums foreseen that will change our methods of distribution. This will be especially true of department stores. That means that a new interest must be taken in planning packaging for display.

In the future, manufacturers will assume much more responsibility and control over the marketing of their products to the final consumer. This view foresees the doom of the continued existence of vast number of small, inefficient retailers which distributed their products with no rhyme or reason, often missing the business of the most desirable markets.

Selected, quality dealers and corresponding advertising is the logical answer. If you, as a candy manufacturer are interested in distributing your product, you must choose between support of the small, inefficient marketers or to concentrate your sales effort and advertising support on efficient, big volume distributors and thus keep sales at high levels by supporting the large, efficient volume outlets.

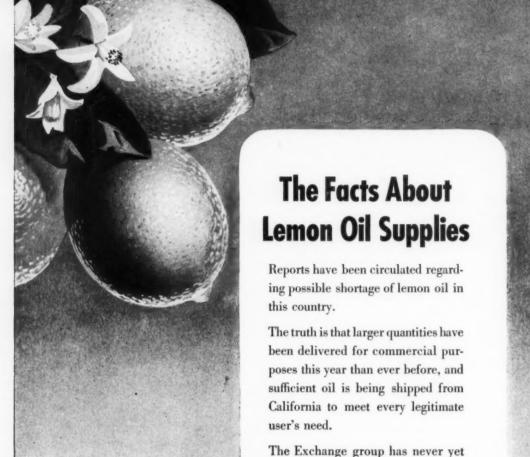
The manufacturer should be interested and be making plans for the prevention of the "returned goods" evil caused by poor stock room control by jobbers, by candy being left too long on retail shelves as a result of overselling or poor merchandising methods by the distributor and he should be especially interested in averting the "free deal" and unprofitable consignments and unprofitable discounts of the past.

If the candy manufacturer would assure himself of a larger volume of business after the war, it behooves him to take a definite interest in where and how his product is being distributed and who is doing the distributing so that the evils of poor distribution can be avoided and that the retailing and merchandising of candy will compete favorably with other consumer products.

Excise Tax is Averted

The candy industry and The Manufacturing Confectioner wish to express their thanks to the tax committee of the National Confectioners' Association and the many other members of the industry who spent their time and money so freely and who worked so diligently and intelligently in seeing that the tax on candy was taken out of the Treasury's revenue bill.

As we go to press, there is no indication that the tax on candy will come up for reconsideration. Those who worked in opposition to this tax, were successful in pointing out that candy is becoming more and more essential to the Army and Navy and on the home front and that as a result, the attempt to place a tax on it was not in keeping with its new recognition and important place in the food industry.



Exchange

OIL OF

LEMON

U. S. P.

Sold to the American Market exclusively by

failed to complete a contract for oil. Its grower-owners expect to continue to meet all legitimate orders for the

world's finest lemon oil.

DODGE & OLCOTT COMPANY
180 Varick Street, New York, N. Y.

FRITZSCHE BROTHERS, INC.
76 Ninth Avenue, New York, N. Y.

Distributors for: CALIFORNIA FRUIT GROWERS EXCHANGE
PRODUCTS DEPARTMENT, ONTARIO, CALIF.

Producing Plant: Exchange Lemon Products Co., Corona, California

Copyright 1943, California Fruit Growers Exchange, Products Dept.

THE MANUFACTURING CONFECTIONER



"Army-Navy 'E'" Flag is presented to Mr. George A. Mohlman (left), president Package Machinery Company, Springfield, Mass. Right: John Chalfant, personnel mgr.

"Out Of Products Developed For War... Come Post-War Opportunities"

The Package Machinery Company received the Army-Navy "E" award for its work in making the vital gyroscopic compasses, linking machines, and clip loaders for .20 and .50 caliber cartridges on November 3.

President George A. Mohlman, has predicted that out of this war, in which his company is taking so vital a part, a tremendous post-war replacement demand for wrapping machines will arise. The majority of machines now in operation, even if they do not require replacement, will

at least need complete overhauling, he said.

The Package Machinery Company was one of the first companies in the country to take on war work. It has approximately 600 employes now, all entitled to wear the coveted "E" pin. Of this 600 employes, over 100 are women.

"Out of products developed for war," according to a recent announcement from the company, "will come many new opportunities for postwar development. The advancements made in the preparation of food for our armed

forces, for example, will undoubtedly lead to many new products for the general public.

"New health-giving candy will result from wartime chocolate ration bars, fruit bars, hard candy, etc... And packaging, in meeting the requirements of these war products, has made significant strides which will exert wide influence on peacetime markets."

The company, established 30 years ago, has been active in helping to win an American victory in two wars.

In 1915, the company undertook orders for gun barrel lathes and other tools. At that time they also had quite a business in F-2 machines used for wrapping hardtack. The year 1916 found the company busy on machines for wrapping chewing tobacco, chocolate bars and chewing gum, largely to take care of Army demands. Then large orders came for soap wrapping machines.

The tradition of service to American industry and to its country in war is being adequately maintained

by the company in this time of emergency as testified to by the fact that it has received the Army-Navy "E" award, most coveted of all industrial trophies.

In a short time, said president Mohlman, eighty-five per cent of operating capacity of the company will be devoted to gyro-compass production. The remaining 15 per cent of capacity will be devoted to such essential output as wrapping machines for producers of war goods and subcontracting work on gov. ernment orders.

Miss Viola Brigham. 25-year woman employee of Package Machinery Company. (secretary to President George A. Mohlman). receives her individual "E" pin from an Army sergeant. Looking on are other quarter-century employees. including George A. Mohlman. President. (center facing): and. left to right: Lt. Comdr. R. T. Fish from Office of Inspector of Naval Materials, Hartford. Conn.: John Schmuck: Pres. Mohlman; Carl Melhorn; C. Edward Hjelm; and Knute Nystrom.





In bright light, the pupil contracts to reduce the amount of light entering the eye.



In darkness, the pupil expands to increase the amount of light entering the eye.

White Cement Floors Make Your "SEE-Power" Greater

Human eyes are industry's finest and best tools. But they are useless without light. And the amount and quality of light depends not only upon the light source, but also upon reflection and diffusion.

Walls and ceilings have long been used for this purpose. When dark in color, they waste light by absorbing it. When light in color, they conserve the light by reflecting and diffusing it.

Today, floors are being used as giant reflectors and diffusers of light. Such floors are made with white cement. They are easy to build and simple to maintain. This is proved by installations in aircraft assembly plants for Boeing, Consolidated, Douglas, North American and other aircraft plants as well as in several food processing plants.

These installations show that light-reflecting floors, built with white cement reflect light upward to the underside and to vertical faces of work; make seeing easier and quicker, decrease dark areas and shadows, tend to reduce accidents, errors, spoilage and shutdowns of machines, increase quality and quantity of production.

Used for Retopping

Such floors are valuable both for new installations and to retop old floors in any buildings where production, conservation, lighting, sanitation, and safety are important—in factories, food plants, warehouses, hangars, hospitals, offices and other buildings as well as in corridors, basements and stair wells.

It has been pointed out by Factory Management and Maintenance, that good illumination not only increases speed of seeing, but it boosts morale and preserves health. Because foremen can see more men and more machines more easily, good illumination increases effectiveness of supervision. It increases the efficiency of all workers, especially of older men and others with defective vision.

It decreases eye fatigue, absenteeism, and accidents. A British survey in war plants shows that good illumination reduces errors by as much as 50 per cent. It reduces spoilage of materials, damage to products, and shutdown of machines. The net result is more effective hours spent on the job, an increase in quality of production, and increase in quantity of production.

Dark colors waste light by absorbing it. Light colors conserve light by reflecting it. These facts are recognized in designing most building interiors. Ceilings and walls in home, office, and factory usually are painted in light colors because they are the best reflectors of both daylight and artificial light.

It takes more lighting equipment and more electricity to adequately light a room or factory with dark ceilings and walls. It takes less lighting equipment and less electricity to adequately light a room or factory with light ceilings and walls. The greater the amount of light reflected from the ceilings and walls, the larger the return per dollar invested in electrical equipment and energy.

Floors are Ignored

It is surprising that the color of floors has been given so little consideration until recently. Usually, they are dark, and thus waste light by absorbing it. Yet floors, like walls and ceilings, are potentially efficient reflectors and diffusers of light.

White cement floors first were designed to reflect light in war-constructed aircraft assembly plants. Necessity was the mother of invention. The problem was to find an efficient way to direct an adequate amount of light to the underside of huge wings and fuselages. White cement floors were the answer.

The value of the white cement floors in any plant is that they decrease or eliminate dark areas; they form a light background against which numerous machine parts may be delineated; reflecting floors distribute light throughout the work area—make seeing easier and quicker; their light color encourages cleanliness (an important consideration in any food plant), where dirt and rubbish are easily visible, they are less likely to be neglected; they have a minimum of joints to collect dust and dirt and a relatively smooth, non-absorbent surface, and thus are easy to clean.

The color of white cement floors is permanent—not only skin deep—it is built into the floor; a white floor has psychological advantages—it quickens the step, enlivens the attitude, and promotes cleanliness, orderliness, neatness, morale, health and safety.

To increase the capacity of a wiring or distribution system for increased lighting, calls for the installation of heavier copper in the wiring system, and probably also for the installation of larger distribution transformers, switchgear, cable, cutouts, and lightning arresters as well as lighting fixtures and lamps.

Improve Lighting Conditions

White cement floors can improve lighting conditions in practically any plant without using additional critical materials.

Any floor, light or dark in color, as well as walls, ceilings and fixtures, should be regularly cleaned and adequately maintained to assure maximum reflection.

It is generally but erroneously thought that a white floor is difficult to keep clean and that maintenance costs are excessive. In Consolidated Aircraft Corporation's Fort Worth, Texas, plant, the maintenance engineer reports on the white cement floor:

"This floor was put in with the idea that good enough

illuminaton could be obtained thereby for men working partially under the wings of the planes and at similar locations. It seems adequately justified by good seeing ability at all locations and by the almost complete absence of shadows.

"It is just as easy to keep our white cement floor clean as our gray cement floor. A white floor promotes cleanliness. The men working on the floor practice good housekeeping"

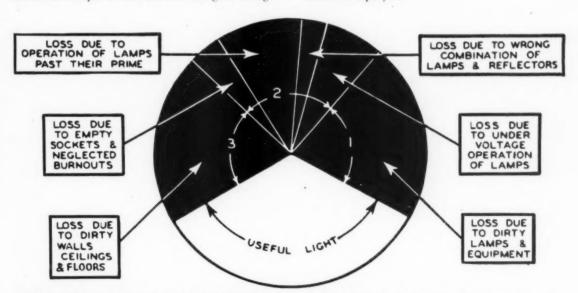
Engineering News-Record, June 25, 1942, issue says: "In this plant, where both types of floors are used, the reflection factor for the white cement floor was 61 per cent the greater when the floors were new, and a recent check shows the white cement floor to have lost less reflecting value than the gray cement floor . . . Inasmuch as the plant managers claim that the floors are as dirty as they will ever get, the actual figures are of interest:

Light Reflection Loss is Less

"When new, the white cement floor reflected 44 per cent of the 36.5 footcandles falling upon it, or 16 footcandles. After six months' use, an 18 per cent loss in footcandles is noted, bringing the reflected light down to 13 footcandles. For the gray cement floor the initial reflection was 27.4 per cent of 36.5 footcandles, or 10 footcandles. After six months' service a loss of 22 per cent was noted, bringing the reflected light down to about 8 footcandles . . . According to the plant manager, the standard method of maintenance is to sweep the floors daily, damp-mop them once a month and scrub them with a rotary brush machine every two or three months.

Even in the most modern daylight plant, there is wide variation in lighting. On a bright day, there is glare, while early in the morning, late in the evening and on cloudy days, there is insufficient light.

The amount of daylight variation day by day, month by month is very great. In a typical city in Northeastern United States from weather-bureau records covering a 29-year period it was found that there were six hours of sunshine, six hours of cloudiness, and 12 hours of darkness in the average 24-hour day. A discussion of laying a white cement floor will be published in an early issue. (Cuts and information, Courtesy Universal Atlas Cement Company).



Note that dirty walls, ceilings and floors reduce lighting efficiency about 25%. Thus, adequate and regular maintenance is essential. (Courtesy Westinghouse Lamp Division.)

A Survey of

AMERICAN AND EUROPEAN PEPPERMINT OILS

By DR. ERNEST GUENTHER

Chief Research Chemist, Fritzsche Brothers, Inc

(Part 11)

A ccording to historical records", the world's consumption of perpermint oil toward the end of the eighteenth century was only 2,000 to 3,000 pounds, produced mainly in Mitcham (Surrey, England); it amounted to about 12,000 pounds in 1844 and to approximately a million pounds in 1940, which figure, however, does not include the very large Japanese production.

The first peppermint grown in the United States originated from England; the plants were imported in sacks with earth around the roots as protection, and set out around 1816 in Wayne County, New York. From Wayne County, peppermint was introduced to Ohio and from there, in 1835, to Pigeon Prairie, in St. Joseph

County, Michigan.

However, the sandy soil on Pigeon Prairie resulted in excessive winter-killing and the young industry migrated to Indiana. It remained small as late as 1855. About that time, the merits of well decomposed peat—or highly organic soils, commonly known as black muck, were recognized and since then peppermint plantings spread over Southern Michigan, Northern Indiana and small sections in Ohio.

Taking South Bend as center, peppermint today is grown approximately within a radius of 150 miles. The principal producing regions in Michigan are St. Johns, Kalamazoo and Decatur; St. Johns being the most important one. The main producing regions in Indiana are South Bend, North Judson and Wolf Lake.

Aside from these Middle Western

The production in the various European countries will be discussed later.

Details on planting, cultivating. harvesting and distilling of peppermint are given in a number of excellent papers by A. F. Sievers⁸, by N. K. Ellis⁹, and by O. Johnson and

States	Planted Acreage	Yield of oil Per Acre	Total Produc- tion of oil
Michigan	14112	27.1 lbs.	402,364 lbs.
Indiana	20085	19.9 "	373,818 "
Oregon	1719	36.2 "	63,364 "
Washington	616	38.9 "	23,818 "
Ohio	335	20.9 "	7,818 "
Olio mana		t No. 2	1,010

sections, peppermint is grown in Oregon, the center being Portland, furthermore in nearby places of southern Washington where the cultivation of mint is confined to sections of the Columbia and Yakima Valleys. Taking 1939 as the last normal pre-war year, the production of peppermint oil in the United States was divided approximately as shown in Chart No. 1:7

The average production from 1929 to 1939 was as shown in Chart No. 2:

J. C. Snyder¹⁰. An equally interesting and thorough study on peppermint oil production is that by N. K. Ellis, K. I. Fawcett, F. C. Gaylord and L. H. Baldinger¹¹, furthermore that of M. G. Smith and L. Robertson¹². Suffice it, therefore, to summarize, in this survey, the principles of peppermint culture as recommended by the above named experts and observed by the writer during a field survey in the Middle West.

Peppermint grows on a wide range of soils but prefers deep, rich, well-drained, irrigated, former swamp lands. Various types of muck or loamy upland soils are best suited. A fairly open texture should permit easy root penetration. It is the same type of soil as required by celery, onions, cabbage and similar crops in order to produce strong and rapid growth. Rabak¹³ had previously reported that light, sandy or loamy soils produce oils of higher menthol and ester content, than heavier soils.

An optimum of growth and yield

States	Planted Acreage	Yield of oil Per Acre 27 lbs.		Total Prod tion of o	
Michigan	15900 271			429,000 lb	lbs.
Indiana	9900	28	66	277,000	66
Oregon	2150	42	44	90,000	66
Washington	780	50	66	39.000	66
Ohio	240	32	44	8,000	66
	28970			843,000	46
	Chart	No. 1			

of oil is obtained on non-acid soilspH 6.0 to pH 7.5, with pH 5.0 to pH 8.0 as the wider limit. If natural wind barriers are non-existent, windbreaks should be planted.

For successful growing of peppermint the land should be cleaned as thoroughly as possible. The better fitted the soil, the cheaper it is to eradicate the weeds after planting, careful weeding being one of the main prerequisites for producing a high quality of oil. The ground is prepared by plowing in fall, discing and harrowing in spring. For fertilizing. well rotted, stable manure or com. mercial fertilizers containing a high percentage of potash is recommend-

According to Ellis and collaborators14, the physico-chemical constants of peppermint oil are not affected by the application of fertilizer except as fertilizing affects the maturity of the plants. The yield of oil, however, is directly affected by the fertilizer because it produces more growth. A mixture, having a ratio of either one part of phosphate to two parts of potash, or equal parts of phosphate and potash, was most effective under the conditions of their experiment.

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Commercial mixtures of these proportions would be 0-10-20, or 0-20-20. Three hundred pounds per acre gave equally good results as 600 pounds per acre. After the land has thus been prepared, furrows five to six inches deep and 30 to 42 inches apart are laid out.

Rootstock Propagation

The most widely used method of growing peppermint is by propagation with rootstock. For this purpose roots from a previous year's planting are dug out during March, usually with the help of homemade machines, transformed plows or potato diggers. From the data collected by Ellis and collaborators it would appear that peppermint growers should prepare a special plot from which to take new plantings. This plot should be well fertilized and be cut at least by August 15th, under Northern Indiana conditions.

One acre so treated will plant 10 acres. After the adhering soil is shaken off, the roots are forked into piles and covered with earth in order to keep them moist until general conditions permit replanting. Little time should elapse between digging and replanting; the shorter this period the better the plants will develop.

Most peppermint growers plant in the spring, but a few have learned to plant successfully during October and November. The planting is done by placing in the furrows selected runners overlapping one another and forming a continuous row. This may be accomplished by hand or by machines, some of them also homemade. The furrows must be covered and the soil packed.

The roots start to sprout in late April, the period, of course, depending upon weather conditions. Cultivation starts before the plants are up and is continued as long as possible to kill weeds. After horse or tractor drawn mint cultivators can no longer be used in the fields, due to the growth of the herb, the weeds must be removed by hand. Cultivation is continued for about 45 days when the plants have approximately three-fourths matured.

Definition of Row Mint

Peppermint planted during the previous fall or the spring of the same year is called "row mint," because the fields consist of clearly marked rows of plants. About 20 per cent of the total mint acreage consists of "row mint." As the fields become older the rows overgrow, forming regular meadows. "Meadow mint, therefore, refers to fields two years old and older.

About 80 per cent of the total mint acreage consists of "meadow mint." The present common practice is to keep a field in mint for three years when its productivity declines. In order to restore the soil the crop is then rotated, and followed by sweet clover, corn or potatoes. There exist, however, some fields which have been in mint for ten years and, in exceptional cases, even longer. The old mint plantings should be plowed under as late in the fall as possible but before freezing sets in.

Thorough weed control of the mint fields is the most important prerequisite for obtaining a good yield and quality of oil. The presence of weeds in the distillation material would have a most deteriorating effect upon the odor and flavor and make the oil unsalable. "Meadow mint" in its early stages may be worked by mint weeders (horse or tractor drawn cultivators) but as the plants reach a growth of half the maturity they become too large for mechanical cultivation and must, thereafter, be hand weeded. The latter, however, is expensive as the fields should be gone over every two weeks until the mint is matured and ready to be harvested.

Modern Farming of Peppermint

What can be accomplished in the growing of peppermint by employing modern methods of agriculture has been demonstrated by some of the largest and most successful producers of peppermint oil. Farming from 1,000 to 1,600 and more acres produces yearly from 30,000 to 40,000 pounds of oil. The fields are well ditched in order to eliminate excessive moisture: in case of a dry spell they may be irrigated by damming the ditches. Several dozen tractors are in operation day and night.

The policy of these growers is to leave a field in mint for not more than two years; after the second year of mint growth, the crop is changed to sweet clover or soya beans, the following year to corn or potatoes and in the third year again to peppermint. Evidently this method of growing is costly because of labor expense, but, as a result, the plantings are free of weeds, pests and diseases. A comparison of these beautiful fields with those worked ac-



A very fine peppermint plantation "Row Mint."

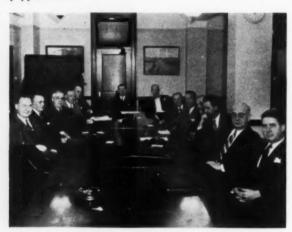
cording to old-fashioned methods is most impressive. Producers of such progressive type should be encouraged by a premium for their oil.

- See: Bell, Pharm. Journal & Trans. 10 (1850-51), 297. Stearns, Prac. Journ. Amer. Pharm. Assoc. 7 (1858),
- U.S.D.A., Agricultural Marketing
- Service.
 "Peppermint and Spearmint As Farm Crops," United States Department of Agriculture, Farmer's Bulletin No.
- "Mint Culture in Northern Indiana,
- Purdue University, Agricultural Experiment Station, Lafayette, Indiana, Circular No. 227.
 "Peppermint Oil Production In Washington," Extension Service, State College of Washington, Pullman, Washington, Psytension, Bulletin, No. 227.
- lege of Washington, Pullman, Washington, Extension Bulletin No. 227.
 "A study of Some Factors Affecting the Yield and Market Value of Peppermint Oil"—Purdue University, Agricultural Experiment Station, Lafayette, Indiana, Bulletin No. 461.
 "An Economic Analysis of the Production of Peppermint and Spearmint in Indiana," Purdue University, Agricultural Experiment Station, Lafayette.
- cultural Experiment Station, Lafayette,
- Indiana, Bulletin No. 459. United States Department of Agriculture, Bulletin No. 454, Washington, 1916.
- 14. Ibid.

War, Rain, OPA Confuse Mint Market

War and nature have so sharply cut the supply of peppermint that medicinal menthol is threatened. So is the flavoring that goes into candy, gum and tooth

This year's crop was sharply cut by heavy spring rains. The fall harvest netted only about 735,000 pounds of peppermint oil against an average in past years of 1.5 million pounds. Lend-Lease shipments to Britain will take some 200,000 pounds. Before the war, Japan was the chief supplier of menthol which is obtained from peppermint-oil.



The Industrial Oil of Peppermint Users' Advisory Council. Reading from Left to Right: Henry F. Loulfe, vice-pres., Pepsodent Co., Chicago; A. J. Todd. pres., A. M. Todd Co., Kalamazoo, Mich.; G. W. Sharpe, sec., Beech-Nut Packing Co., Canajoharie, N. Y.; George W. Posthill, vice-pres., Life Savers Corp., Portchester, N. Y.; R. D. Linthicum, Brown & Williamson Tobacco Co., Louis-Ville, Ky.; A. L. Kaish, government chrm., Special Commodities Branch, FDA; H. C. Albin chief, Special Commodities Branch, FDA; F. F. Berg, E. R. Squibb & Son, Brooklyn; J. N. Blakney, dir., Colgate-Palmolive-Peet Co., Jersey City; F. T. Dodge, pres., Dodge & Olcott Co., New York City; R. K. Hines, sec., Vick Chemical Co., Greensboro, N. C.; R. R. Holcomb, vice-pres., Wm. Wrigley, Jr., Co., Chicago; George Keough, pur. agent, New England Confectionery Co., Cambridge, Mass.

Many dealers in the essential oil were driven out of the market when the farmer's price on his crop was allowed to rise to about 50c per ounce while the dealer was held to a ceiling price of \$5.50 per pound.

On September 13, the War Food Administration stepped into the picture to freeze all oil stocks in the hands of their present owners, while temporarily limiting industrial consumers to 30% of their 1941 use. The OPA then took further action to place a ceiling of \$5.50 per pound on peppermint at the grower level and raised the dealer's ceilings to \$60.00 a pound and \$6.35 a pound for redistilled oil.

At present, the W.F.A. under the leadership of Dr. A. L. Kalish, the essential oils specialist of the FDA, is working out new allocation schedules which for many essential users will result in quotas exceeding the present 30% limitation.

Members of the advisory committee represent such companies as William Wrigley, Jr., Co.; Vick Chemical Co.; New England Confectionery Co.; Dodge & Olcott Co.; Colgate-Palmolive-Peet Co.; E. R. Squibb & Sons; the Pepsodent Co.; A. M. Todd & Co.; the Beech Nut Packing Co.; and Life Savers Corp.

To further aid and help clear up the present condition in the peppermint oil market, certain larger users of oil

of peppermint—those with sufficient inventories—have offered to stay out of the market for the balance of this year. This will allow the smaller users of the oil to acquire an equitable share of the product.

Western Salesmen Plan Conference

The 29th annual meeting of the Western Confectionery Salesmen's Association will be held at the Sherman Hotel on December 9, 10, 11. The meeting will be in the nature of a Wartime Conference at which time a discussion of rationing and other vital problems of the industry will be held. A manufacturers' dinner will be held at 6:30 p. m. on the 10th at the Sherman Hotel.

Mr. George Burleson, secretary-emeritus of the Association, will not be able to attend the meeting it was learned, because he is just recovering from a long illness. His condition is improving, which news should encourage his many friends in the Association and industry. Mr. Burleson will be missed by all those attending the meeting.

At the convention held last year on December 17, 18, and 19, problems of gas rationing and its effects upon sales activities of the various representatives of the candy manufacturing concerns and the problems of the manufacturers themselves in filling orders under restrictions of sugar and chocolate, occupied the salesmen in their three-day conclave.

Further discussion of these and other problems will be on the docket at the 1943 meeting as well as the business of election of officers for the coming year.

"Please Sign Your Council Check"

A s was announced in the October issue of *The Manufacturing Confectioner*, the Council for Candy as Food in the War Effiort has extended its radio program, "Washington Reports on Rationing," through February 6th

At the time of the announcement, Mr. Theodore Stempfel, of E. J. Brach & Sons and Chairman of the Council,

> asked for further donations from the industry to keep the program moving forward in full force for the coming year.

". . . our Council of the N.C.A. is renewing its fund collecting efforts. Such funds are intended, said Mr. Stempfel, "for educational and research purposes.

". . . The Friends of Candy, aside from the great Candy Loving Public, whose cooperation we so earnestly seek, are the manufacturers of candy, their suppliers, their jobbers, their retailers large



Theodore Stempfel

and small, as well as their brokers and salesmen.
"Our address is One North LaSalle Street, Chicago, Illinois.

"Our checking account reads: 'Council on Candy as Food in the War Effort of the National Confectioners' Association."

"Please, happily sign your check and forward quickly!"

TECHNICAL LITERATURE DIGEST

By K. E. LANGWILL, Technical Editor

Detection of Stabilizers in Frozen Desserts

F. Leslie Hart, Am. J. Pub. Health Vol. 33, No. 5, 599-601 (1943)

Frozen desserts may contain gelatin, gums, sodium alginate or a mixture of any of these stabilizers. Sodium alginate differs from the true gums in that a precipitate of alginic acid is formed by the addition of trichloroacetic acid.

The proposed method involves (1) Differential treatment with trichloroacetic acid to remove proteins and sodium alginate and treatment with tannic acid to remove proteins; (2) Addition of alcohol to the filtrates to precipitate gums and any remaining alginates; (3) Confirmation with special reagents.

Note on Invertase Activity in Identical Mixtures in the Liquid And Frozen State

Z. I. Kertesz, J. Amer. Chem. Soc., Vol. 64, No. 11, 2577-8(1942)

If reaction mixtures containing sucrose, invertase, and buffer in water solution are quickly cooled, temperatures as low as -9° C may be reached without freezing the mixture. The hydrolysis appears to be much slower in the frozen mixture than in the liquid one. The velocity of invertase action in a frozen mixture at -6.8°C was only 27% of that in a like mixture in the liquid state. The diminished availability of water may be responsible for this phenomenon.

Production of a Palatable Artichoke Syrup

D. T. Englis and H. A. Fiess, Ind. & Eng. Chem. Vol. 34, No. 7, 864-867 (1942)

Organic exchangers are used in this procedure for the production of a palatable syrup from Jerusalem artichokes. The aqueous extract from the dried material is treated with a cation exchanger, using the hydrogen cycle, and the pH is lowered to a value near 3.5. Lowering the pH to 3.5 is accompanied by a reduction of the ash content to two-thirds its original value. The solution is drawn off, treated under a pressure of 15 - 20 pounds for 30 minutes and decolorized with an active carbon; the acid content is reduced with an anion exchanger, and the solution is concentrated to a syrup of 80 per cent solids. The syrup is superior to that produced by earlier methods.

The Effects of Various Chemical Agents on Foods and Principles of Decontamination

Howard W. Haggard, Assoc. Food Drug Officials U. S. Quarterly Bull. Vol. 7, No. 2.

Chemical agents may be divided into three groups—(1) Respiratory irritants. Examples—chlorine, phosgene and chloropierin. (2) So-called vesicants which are absorbed by the skin when present either as vapor or liquid and generally are soluble in oil and grease. Examples—mustard gas and Lewisite. (3) Systemic poisons. Examples—hydrocyanic acid gas and carbon monoxide.

The Microscopical Identification of Starches

27 YEARS AGO

"Some American Vegetable Food Oils, Their Sources and Methods of Production"

"Cottonseed, coconut and peanut oils already are used extensively in the United States, corn oil is beginning to appear in the retail stores, and the sunflower oil of Russia, soy bean, poppyseed, sesame, and numerous other oils of Europe are now making, or sooner or later probably will make, their appearance among American edible oils."

"Edible oils are food in a form highly concentrated and usually readily assimilated. As compared with beef, for instance, at 25 cents a pound, cottonseed oil at 20 cents a quart will yield dollar for dollar more than five times the amount of body energy, although, of course, it has not the same tissue-building power. Since the various vegetable food oils are similar in chemical composition and in digestibility, the question of their relative values for domestic use is one of preference rather than of absolute food value."

H. S. Bailey, YEARBOOK OF THE DEPARTMENT OF AGRICULTURE 1916. F. D. Armitage, Ind. Chemist Vol. 19, 61-66 (1943)

Temperature of gelatinization is significant for almost every type of starch and observation of this phenomenon, using a hot stage on the microscope, can be an aid to the correct identification of the origin of a starch sample. Temperature of complete gelatinization and temperature at which the granules commence to swell should be taken into account since these vary for different kinds of starch. A table, attributed to Lippman, of the temperatures of gelatinization of some of the commoner starches met with in the laboratory is reproduced.

Determination of Sugars in Apple Tissue

R. H. Leonard, R. C. Meade, and R. B. Dustman, Ind. & Eng. Chem. Anal. Ed. Vol. 15, No. 9, 579-582(1943)

In the analysis of apple tissue for sugars it is advantageous to heat the tissues in closed aluminum containers before grinding, to disintegrate, mix and extract the heated tissue in a Waring Blender, and to determine cuprous oxide by dissolving it in ferric sulfate solution and titrating with potassium dichromate in the presence of diphenylamine indicator. The procedure is rapid and easily manipulated and the results are sufficiently accurate for the determination of sugars in many plant materials.

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73% Consider Candy Helpful

FOOD For Victory

A LL Americans are interested in the nation's food supply because it is something that touches each and everyone of us. We all know that only by having a continuous and adequate supply of wholesome, nutritious, energy-giving food can we keep on maintaining our fighters and workers at peak efficiency.

One popular, low-cost food that has earn-

cost food that has earned an important place in battlefront rations is candy. To determine the contribution of candy to national efficiency on the home front, the Ross Federal Research Corporation was authorized to make a survey among war plant workers and other large Candy buyers. The facts herein are available in booklet form from the National Confectioners' Association.

It was revealed that 63.3% of war workers eat candy at least once a day, with this percentage divided about equally between men and women. This means that more than six out of every 10 war workers have their daily candy ration. More war workers would have eaten candy each day if it were more readily available.

This was revealed by an analysis of the reasons why persons did not eat candy during the 24 hours preceding the interview. This figure was further affected because the candy consumption figures were cut down because of the fact that this survey was taken during Lent.

Enjoy Candy Each Week

A total of 85.3% of men and women war workers said that they enjoyed some candy each week. This percentage broken down, meant that eight out of every 10 workers ate some candy each week. In breaking these figures down still further, it was found that 63.3% of all war workers questioned, ate candy during the 24 hours previous to the questioning. Another 69.7% had eaten some within the previous 48 hours, 85.3% during the previous week and 91.4% during the previous month.

When men and women war workers were asked, "Do you think that candy is helpful or harmful to you?", a total of 73% considered it as being helpful to them. In other words, they considered it a healthful, energy-giving food. Only 10.3% said that they thought candy was harmful to themselves while 16.7% expressed no opinion either way on this question.

Upon further questioning these workers, it was found out that by the term "helpful" a variety of beneficial effects were indicated. Candy "creates energy" said 41.6% of the interviewees. Candy is 'nutritious food," said another 42.6%. This last group also explained what they meant by further saying that candy "contains vitamins," candy "contains vitamins," candy "contains dextrose and other helpful ingredients", candy is "fattening", candy "builds up the system", and candy is "nourishing." It "satisfies hunger" said another 15.6% of the interviewees and 0.2% said that they found that it "creates an appetite".

They Give Their Reasons...

"Candy gives you energy" is the most frequently mentioned reason for candy being helpful. Four out of 10 workers who think candy helpful mentioned this single point. The phrasing varied, of course, but the dominant thought was the energizing attribute.

To those people who answered that they hadn't eaten any candy in the last 24 hours, the following question was put:

"Why haven't you eaten any candy in the last 24 hours?"

The answers were varied as these reasons will show:

"No candy available" ... 48.6%
"No desire for it" ... 30.3%
"Do not like candy" ... 7.3%
"Have been ill" ... 7.3%
"No time to buy it" ... 4.6%
"No change or money" ... 1.8%

To further analyze these figures, the 48.6% who didn't eat candy during the past 24 hours did so because it wasn't there to eat. In other words, they probably would have purchased some if it had been available. The unavailability of candy in many plants or plant divisions is undoubtedly a production and distribution

problem, due to wartime conditions. Only 7.3% said they didn't like candy. The rest apparently would have been candy buyers, had not certain vital reasons kept them from doing so.

"What time of the day or night did you eat the candy you last enjoyed?" asked the interviewer. To this question, 91.5% of the war workers answering, said that they ate the candy on the job, that is, during working hours. The fact that nine out of 10 war workers who eat candy do so during working hours is in line with their expressed belief that it creates energy. All of the workers whose opinions are expressed in this survey are entitled to wear the Army-Navy "E" award pin for outstanding performance in the production of war equipment.

Most of the day-shift workers ate their candy before lunch rather than after it. Those eating it after breakfast amounted to 63.2%; after lunch, 29.7%; and after dinner, 7.1%. Almost 10% of day-shift workers do not eat breakfast.

Candy is a Food

Candy is a food that can and should be made available to workers when they need it. 90.4% of the candy eaters, bought their "sweets" in the plant, while 14.6% purchased theirs outside. This means that some workers buy candy both in and out of the plant.

It was also found out by interviews that candy held first place in the following list of foods eaten during the 24 hours before the interview took place:

This showed that 41.2% had eaten candy, 37.0% had eaten oranges and apples, 34.0% had eaten cookies and cakes, 21.5% had eaten ice cream, 13.1% had eaten cheese and 10.9%

had eaten crackers. When asked at what time of day these various foods had been eaten, this sort of chart resulted:

Candy	Orangee Apples	Cake Cookies
Between Meals86.4% At Mealtime12.8	27.0% 69.2	21.6% 77.3
Ice Cream	Cheese	Crackers
Between Meals36.6% At Mealtime63.4	14.7% 85.3	

The conclusions to be drawn here are obviously that candy is used as a between meal snack, whereas the other foods are more likely to be a part of the meals of the day. This is to be expected since candy is the most compact and easy to handle of the list of foods.

To get these facts, Ross Federal representatives interviewed 571 Western Electric Employees, and 747 Dravo Corporation employees. Others were interviewed at the Allis-Chalmers plant in Milwaukee, and at the Fore River Shipyard in Quincy, Mass.

It is to be further explained that because of the phrasing of the questionnaire used among the three industrial plants in Pittsburgh, Milwaukee and Quincy, it was obvious to the interviewers that candy was the subject matter of the survey.

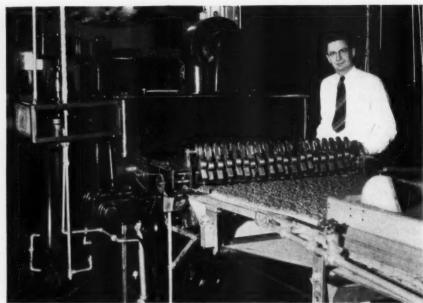
Subject Known to Few

However, in the case of the Western Electric interviews, the interviewers were not aware that candy was the subject.

If any final conclusions are to be drawn from this survey they are that Candy Is A Delicious Food and that "We should enjoy some every day." Candy is truly a fighting food and is doing its part on the home front and on the battle front to beat the axis.

This article presents the facts as gathered and published in the recent N.C.A. Bulletin "Food For Victory." All cuts and figures, Courtesy N.C.A.





Shown above is Mr. Frank Petrovic, with the enroper showing the peanut cluster attachment which is capable of turning out 30 to 35 thousand pounds of peanut clusters in 10 hours.

Hall Company Maintains Production By Cutting Unprofitable Items

The 63 year old, Walter T. Hall & Company is maintaining its place among the leading candy manufacturers by progressing with the times. A cut on unprofitable items and low volume goods has made it possible to protect other lines despite rationing and raw material shortages.

ON January 10, 1880, the Walter T. Hall & Co., candy company was established at Ottumwa, Iowa, by Mr. Walter T. Hall. Mr. Hall remained active in the business until his death in 1942. The firm is the oldest one west of the Mississippi river.

The active business management for the past 15 years has been carried on by his two sons-in-law; John C. Stoltz, sales and office manager; and Mr. Eugene Wulfekuhler, Sr., heading production and purchasing.

Mr. Wulfekuhler was elected vice-president of the Fidelity Savings Bank of Ottumwa recently. Mr. Hall had been president of the bank for the past several years. Mr. Wulfekuhler now devotes most of his time to the bank, but still retains his interests in the candy business.

The active management of production, costs and purchasing has been turned over to Mr. Frank Petrovic, who has been with the firm for the past six years. Many in the candy business are well acquainted with Mr. Petro-

vic, who was formerly connected with Bunte Brothers and E. J. Brach & Sons of Chicago for a number of years.

Due to Mr. Petrovic's ability to organize, cut costs and originate new items, he was given the responsibility of carrying on for an organization that has successfully withstood all the ups and downs in the confectionery field for more than 63 years.

Many Changes Made

Many changes were made during the past summer, in streamlining equipment to eliminate lost motion, high cost items were discontinued, and the plant was re-painted throughout. This policy of cutting out high cost items is in line with the action taken by the company when war began.

At that time, the process of eliminating unprofitable numbers from the Hall line was begun. High cost and low volume numbers were discontinued. The company got out of the "penny" goods and "5c" bar items, because they were fixed weight and fixed price items that could not carry any increased costs as to materials, labor, etc. Like many candy manufacturers, the Walter T. Hall & Co., was trying to make something "new," all the time thinking that this would increase the volume.

It was hard to explain those changes at first to the sales force because other manufacturers were still making a full line of numbers while the Hall line was being trimmed. Later events proved the soundness of the move, however, for with less raw materials to work with on account of rationing and shipping shortages, it was necessary to cut the size of the sales force.

It gave the older men a chance to continue and increase their earnings and the company a chance to continue to service their regular customers. Two departments in the plant were discontinued. This was hard to do after operating them for 50 years but by doing so, it meant more raw materials for other more important departments.

Pioneer in "Dipping"

The Walter T. Hall & Co. was the second candy manufacturer west of the Mississippi river to "dip" chocolates, which were hand-dipped in those days before the turn of the century, with a crude system of cooling chocolates.

The second ammonia cooling system in the state of Iowa was installed, and a 16-inch enrober was purchased in 1908, one of the first in the Middle West. Since then, two modern 24-inch enrobers have been installed, and in 1937, a modern 40-inch enrober was purchased. This enrober was set up wth a "peanut cluster" attachment invented by Mr. Petrovic and covered by United States patents.

This machine and its inventor is illustrated in this article. The machine is capable of turning out 30 to 35 thousand pounds of peanut clusters in 10 hours.

thousand pounds of peanut clusters in 10 hours.

The Walter T. Hall & Co. firm has been a long-time member of the National Confectioner's Association, having on display, a copy of a menu and program imprinted on silk ribbons of the convention held in St. Louis, Mo., in May, 1891 which Mr. Hall attended.

Mr. Hall was an active member of the Midland Confectioners' Association which was established in 1891 on October 1st. He was the last of the men who started that organization. He was president of the Midland group in 1916.

In connection with this story of the Hall company, it might be interesting to some of the members of the confectionery industry to see a listing of the men who took part in the formation of the Midland Confectioners' Association as taken from the minutes of that first meeting.

Historical Meeting Held

"At a call meeting at Des Moines, Iowa, October 1st, 1891, for the purpose of forming an Association for the purpose of maintaining prices on candy to the retail trade, the following representatives of different houses were present:

"F. P. Bush of Merritt & Bush, Des Moines, Ia.; J. W. Smithers, Burlington, Ia.; H. S. Van Deusen of Pyke Candy Co., Omaha, Neb.; Walter T. Hall, Ottumwa, Ia.; C. Hornung, Burlington, Ia.; Clarence Johnson of Reimers & Fernald, Davenport, Ia.; J. H. Rollisson of Reynolds, Rollisson Candy Co., Burlington, Ia.; Oswald Schmidt, of Roddewig, Schmidt Cracker Co., Des Moines and Davenport; John H. Wiles of W. A. Mount & Co., (later head of Loose-Wiles Co.), Kansas City, Mo.; W.

C. Fidler & E. C. Gould of Fidler & Gould, Des Moines.

"The meeting was called to order by John H. Wiles in which he stated clearly the purpose and object of the meeting. The Association was then organized and the following officers elected—F. P. Bush, president; J. W. K. Smithers, vice-president; and E. C. Gould, secre-

These old records of that first historical meeting go on to explain the purpose of the organization, namely, that there should be a uniform price on confectionery products made between the members of the Association. A list of by-laws outlined each point in detail.

tary and treasurer.'

Like other members of the candy industry, the Hall company is going ahead in its share of the fight to keep up the morale of American fighting men and civilians by producing the best products they are capable of producing

Association Appoints Traffic Director

Another important service for members of the Association of Manufacturers of Confectionery and Chocolate in New York has been announced. Following the meeting of the executive committee on October 13, the Association announced that Mr. William R. Moore, president and general traffic manager, Eastern Traffic Bureau, Inc., was selected as the Traffic Consultant for the Association.

The members will be kept fully informed on the various changes which are proposed by the different railroad freight rate committees, the Motor Truck conferences, and on investigations relating to freight rates, including those on motion of the Interstate Commerce Commission.

Mr. Moore is employed as the General Traffic Manager for some chocolate, candy and chewing gum manufacturers, whose individual traffic and transportation problems he has been handling for a number of years.

His selection as Traffic Consultant for the Association will be fore the specific purpose of handling *general* rate and transportation problems before the various Rate and Classification committees of railroads, motor trucks and steamship conferences. No individual services will be performed for any of our members.

Ungerer Celebrates 50th Anniversary

The Ungerer & Company, essential oil house, was organized 50 years ago by William Philip Ungerer. Today, after half a century, the Company presents a successful record of enterprize and growth, and is now planning for still greater development and service after the war.

Ungerer & Company was the first advertiser in *The Manufacturing Confectioner* when it was established 22 years ago. Today both organizations have grown into positions of leadership in the Industry.

Mr. W. P. Ungerer was born in Basle, Switzerland, and gained his experience and training as a perfumer in the South of France. Upon his death in 1907, W. G. Ungerer his eldest son, became president of the firm. Mr. F. H. Ungerer, at that time, was made vice-president and treasurer.

Mr. F. H. Ungerer became president of the firm upon the death of W. G. Ungerer in 1930, a position he has held until the present. Under his direction, the company's research staff has maintained at all times the high standard of their products.

The Manufacturing Conjectioner joins in the wishes for many more successful anniversaries.

A Message of Interest to All Nestle's Dealers



To the best of our knowledge we have executed a larger percentage of Government business, in proportion to our total sales, than anyone in the industry. We intend to maintain this record until victory is won, not only because it is our patriotic duty, but because we want to do more than is required of us.

We are sure that, understanding this, you will agree with our policy which is twofold—

1-The requirements of the Armed Forces come first.

2—The balance of Nestle's Chocolate and Cocoa available after these requirements will be distributed equitably to our customers. Each customer will receive a share in proportion to his 1941 purchases.

Lamont. Corliss

60 Hudson Street, New York 13, N. Y.

THE MANUFACTURING CONFECTIONER

He Comes FIRST!





The Jungle Ration contains Cocoa.

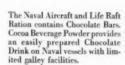




The Mountain Ration contains



The Bail-Out Ration contains Chocolate.





Soldiers, Sailors and Marines are served Breakfast Cocoa as often as possible.





Chocolate Bars, Hot Chocolate and Chocolate Flavored Drinks by the millions boost the morale of our Soldiers, Sailors and Marines at Post Exchanges and Ships Service Stores everywhere. In addition, the U.S.O. distributes quantities of Chocolate Bars and Hot Chocolate to our fighting men.



Chocolate and Cocoa in large quantities are distributed by the Red Cross to American boys who are sick, wounded or Prisoners of War.



Chocolate Bars are included in the Emergency Rations carried in Life Boats of our Merchant Marine.



Chocolate Bars and Cocoa are a part of many Lend-Lease shipments.

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THE INDUSTRY'S CA **HELD** MONTHLY BY MANUFACTURING

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

Assorted Panned Goods, Bars, Packages, Penny Pieces

CODE 11A43

Candied Pop Corn and Peanut Bar-1 oz.-5c

(Purchased in a cigar store, Milwaukee, Wis.)

Appearance of Package: Good.

Size: Good.

Box: Folding, printed in dark brown. Piece is a round pattee shape, wrapped in wax paper.

Pop Corn: Soft.

Candy: Not cooked high enough. Peanuts: Not roasted enough.

Remarks: Not a good eating piece as is. Suggest candy be cooked higher, more salt be used and peanuts be roasted higher.

Suggest a moisture proof wrapper be used on pattee or box to keep piece in good condition.

CODE 11B43

Peanut Cluster—1 oz.—5c

(Purchased in a cigar store, Milwaukee, Wis.)

Appearance of Package: Good.

Size: Good. Coating:

Color: Good. Gloss: None. Taste: Very cheap.

Peanuts: Well roasted, good taste. Remarks: Coating is not up to the standard used on 5c bars.

CODE 11C43

Light Chocolate Covered Toffee Bar—about 1½ ozs.—5c

(Purchased in a Retail Candy store, Milwaukee, Wis.)

Wrapper: Plain cellulose. Size: Good. Coating: Light.

Color: Good. Texture: Good.

Gloss: Good. Taste: Good. Center:

Color: Good. Texture: Good.

Taste: Good. Remarks: The best Toffee bar that the Clinic has examined this year at 5c. Suggest wrapper be printed to make it attractive in one or two colors.

CODE 11D43

Chocolate Raisin Bar-about 2 ozs.-10c

(Purchased in a Retail Candy store, Milwaukee, Wis.)

Appearance of Bar: Fair. Size: Small, for a 10c seller.

Wrapper: Plain cellulose, see Remarks.

Coating: Dark. Color: Good. Gloss: Fair. Taste: Good. Raisins: Good.

Remarks: A good eating raisin chocolate bar but high priced at 10c.

Suggest wrapper be printed to make it attractive in one or two colors.

CODE 11E43

Light Chocolate Raisin Barabout 2 ozs.-10c

(Purchased in a Retail Candy store, Milwaukee, Wis.)

Appearance of Bar: Fair. Size: Small for a 10c seller.

Wrapper: Plain cellulose - See Remarks.

Chocolate: Light. Color: Good.

Gloss Fair Taste: Good.

Remarks: A good eating raisin bar of light chocolate but high priced at 10c. Suggest wrapper be printed to make it attractive in one or two colors.

CODE 11F43

Chocolate Peanut Cluster Pattee -about 13/4 ozs.-5c

(Purchased in a Retail Candy store, Milwaukee, Wis.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Plain cellulose - See remarks.

Chocolate Coating:

Color: Good. Gloss: Good. Taste: Good.

Peanuts: Good, well roasted.

Cream Center: Good. Texture: Good.

Taste: Good. Remarks: The best bar of its kind that the Clinic has examined this year. Suggest wrapper be printed in one or two colors to make it attractive.

CODE 11F43

Panned Peanuts—1 oz.—5c

(Purchased at a cigar store, San Francisco, Calif.)

Appearance of Package: Good. Cellulose bag, printed in white and blue.

Coating: Good. Panning: Good. Finish: Good.

Center Peanuts: Good, well roasted. Remarks: The best 5c package of panned peanuts that the Clinic has examined this year.

THE MANUFACTURING CONFECTIONER

CODE 11W43

Peanut Chews-11/2 ozs.-5c

(Purchased in a cigar store, Milwaukee, Wis.)

Appearance of Bar: Good. Glassine wrapper dark brown printed in red,* white and blue.

Size: Good.

5 Pieces on a piece of board, wax wrapper.

Coating: Dark. Color: Good. Texture: Good. Taste: Fair. Gloss: Fair.

Center: Color: Good. Texture: Good.

Taste: Good.

Remarks: Coating is not up to the standard used on good 5c bars.

CODE 11X43

Lemon Drops-1 oz.-5c

(Purchased in a cigar store, Milwaukee, Wis.)

Appearance of Package: Good. Outside band of yellow paper printed in green, inside wrapper of wax paper.

Size: Good Color: Good. Texture: Good. Flavor: Good.

Remarks: The best 5c package of its kind that the Clinic has examined

this year.

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CODE 11AA43

Sugared Peanuts-11/4 ozs.-10c

(Purchased in a railroad depot. Chicago, Ill.)

Appearance of Package: Poor,

Size: Too small for a 10c seller. Wrapper: White boat, plain cellulose wrapper, printed paper clip on end. Coating: Sugar very poorly put on.

Peanuts: Not good eating, almost raw. Remarks: The poorest sample of sugared peanuts that the Clinic has examined in a long time. Coating did not look good and lacked flavor. Peanuts were almost raw, not good eating. We have examined 5c packages of sugared peanuts that were superior to these at 10c.

CODE 11BB43

Chocolate Raisins and Nut Square -1 oz.-5c

(Purchased in a cigar store, Milwaukee, Wis.)

Appearance of Bar: Good. White glassine wrapper printed in red.

Size: Small. Coating: Dark. Color: Fair. Gloss: None Taste: Fair.

Raisins: Good. Peanuts: Not roasted enough.

Remarks: Suggest peanuts be given a higher roast which will improve the taste of the bar.

CODE 11CC43

Caramel Pop-1/2 oz.-lc

(Purchased in a chain department store, Chicago, Ill.)

Appearance of Piece: Good. Wrapper: Printed wax.

Color: Too dark. Texture: Tough. Taste: Fair.

Remarks: At 1c for a piece of this kind, we can not complain of quality. We can say that the Clinic has examined better caramel pieces at the price of 1c but not a pop.

CODE 9QQ43

Nut Roll-2 oz.-5c

(Purchased at a candy counter, Spring Green, Wis.)

Appearance of Bar: Good.

Size: Good

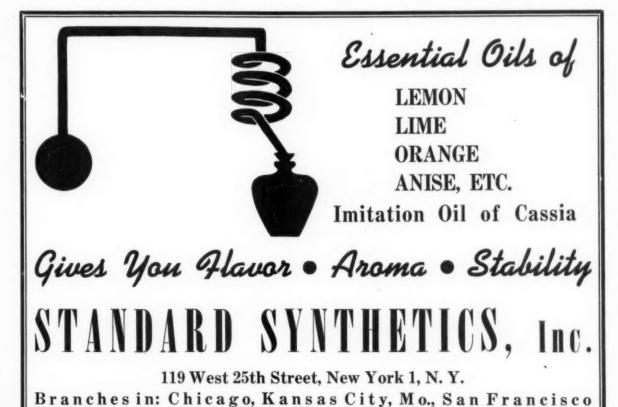
Wrapper: Glassine, printed in blue,

white and yellow. Caramel Coating: Good.

Peanuts: Good.

Center: Vanilla Fudge: Good.

Remarks: One of the best bars of its kind that the Clinic has examined this year. Suggest peanuts be salted to improve the taste of the bar.



CODE 11H43

Pop on a Stick-no weight stated -lc

(Purchased in a cigar stand, San Francisco, Calif.)

Color: Good. Texture: Grained. Flavor: Poor.

Remarks: Suggest flavor be checked up as it is not up to the standard used in 1c pops.

CODE 11143

Coffee Hard Candy—lc

(Purchased at a candy stand, Chicago, Ill.)

Sold in Bulk

Wrapper: Inside printed wax wrapper,

outside wrapper of vellow cellulose.

Color: Good. Texture: Good. Flavor: Fair.

Remarks: Piece had a strong burnt taste as if the coffee was over roasted.

CODE 11K43

Hard Candy Pops with Cord Loop Instead of a Stick-1/2 oz.-lc

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of Slices: Good. Wrapper: Printed wax.

Colors: Good. Texture: Good Flavors: Good

Remarks: A well made pop and different from other pops on the market.

CODE 11L43

Sugared Peanuts—11/4 ozs.—5c

(Purchased in a chain department store, Chicago, Ill.)

Appearance of Package: Good.

Size: Good.

Folding box printed in red, brown and white.

Coating: Good. Peanuts: Good.

Remarks: The best 5c package of sugared peanuts that we have examined this year. Suggest less color be used in coating.

CODE 11M43

Chocolate Coated Peanuts-11/4 ozs.-5c

(Purchased at a candy stand, Chicago, Ill.)

Appearance of Package: Good, Printed

cellulose bag. Size: Good. Coating: Fair. Peanuts: Fair.

Remarks: Suggest peanuts be roasted

CODE 11N43

Marshmallow Cracker Bar -11/4 ozs.-5c

(Purchased in a cigar store, Milwaukee, Wis.)

Appearance of Piece: Good.

Size: Good. Coating: Dark. Color: Good. Gloss: Fair. Taste: Good.

Center: Marshmallow: Good. See Remarks.

Cracker: Good.

Remarks: A good eating marshmallow cracker bar, suggest that less color be used in marshmallow. This is the best bar of it's kind that the Clinic has examined in some time.

CODE 11043

Cordial Cherries-10 ozs.-\$1.10

(Purchased in a department store, San Francisco, Calif.)

Appearance of Package: Very good. Container: Cardboard bottle, red, seal on neck printed in gold and black. Gold printed band around shoulder. Large seal on center of bottle printed in red, gold and black, cellulose wrap-Top of bottle could be used for a paper weight.

Appearance of Package on Opening: Good. 22 pieces.

Coating: Dark. Color: Good. Gloss: Good.

Strings: Good.

Taste Good. Center: Cordial: Very good.

Flavor: Good. Cherries: Good.

Remarks: This is an outstanding package of cordial cherries, a very novel

eminder

CHECK YOUR FORMULAS

Each increase in your sugar allotment is an invitation to check your formulas and where possible change back to pre-war quality standards.

More sugar means more tasty, tender-textured candies.

More NULOMOLINE means balanced formulas and stabilized quality.

Avoid Production Losses

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Fudge, Caramels, Creams, Nougats, Jellies and Marshmallow to prevent premature crystallization, drying and fermentation.

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FOR FINER JELLY CANDIES EXCHANGE CITRUS PECTIN

FIRST CHOICE FOR QUALITY: Jelly candies made with EXCHANGE Citrus Pectin are famous for their eating quality—freshness, flavor, and brilliant clarity—whether made cast or slab.

Feature them in all your packs and assortments.

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They have a superior quality your customers recognize.

The boys in our armed forces are eager for those tangy, fruit flavored Pectin Candies too.

FIRST CHOICE FOR PROFITS: EXCHANCE Citrus Pectin Candy cuts production time—sets and is ready for "sanding" in a few hours—packs easily in bulk. With EXCHANCE perfected formulas, you can be sure of a good batch—and good profits.

Confectioners everywhere are featuring Jelly Candy made with EXCHANGE Citrus Pectin. It's a proven way to step up sales and increase profits. Try it!



CALIFORNIA FRUIT GROWERS EXCHANGE

Products Department, Ontario, California

189 W. MADISON ST., CHICAGO ★ 99 HUDSON ST., NEW YORK

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idea. Attractive and different, Candy is of the best quality. The best cordial cherries that the Clinic has examined in a long time. Should be a good seller, not only as a novelty package but for the quality of the candy.

CODE 11P43 Lolly Pop—1c

(Purchased in a cigar store, Chicago, Ill.)

Wrapper: Wax, printed in green.

Color: Good.
Texture: Good.
Flavor: Good.

Remarks: A good eating pop, but small compared to other 1c pops on the market.

CODE 11Q43 Cellulose Wrapped Hard Candy Balls—1 lb.—60c

(Purchased in a candy store, Chicago, Ill.)

Sold in Bulk: Each piece wrapped in printed cellulose wrappers,

Colors: Good. Flavors: Good.

Remarks: One of the best hard candy balls that the Clinic has examined this year.

CODE 11R43

Candy Nuggets—1 oz.—5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of Package: Good, Cellulose bag, printed paper clip on top.

Size: Good.
Texture: Good.
Flavor: Good.

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Remarks: A good eating confection, should be a good seller at 5c.

CODE 11S43 Caramel Stick—1c

(Purchased in a cigar store, Chicago, Ill.)

Appearance of Package: Good, Wax paper printed in orange and yellow.

Color: Good. Texture: Good.

Taste: Good.
Remarks: The best 1c caramel stick

that the Clinic has examined this year. CODE 11T43

Chocolate Panned Pieces Assorted—1 lb.—39c

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good. Cellu-

SOME CHANGES ARE IMPORTANT

Nothing is constant—except change. If you noticed our up-side-down symbols, you are observant of changes. Whether you saw this particular change or not, you cannot notice every change yourself. That is why you need a good sugar broker—to see and interpret the changes in the sugar situation for you.





B. W. DYER & COMPANY

Sugar Economists & Brokers

120 Wall Street, New York 5, N. Y., Phone: WH 4-8800 Cable: DYEREYD, N. Y. lose bag printed in red and white.

Coating: Good, Color: Good. Finish: Good. Panning: Good. Taste: Fair.

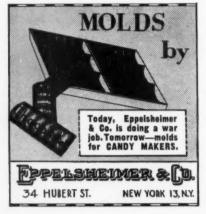
Centers: Creams, hard candy, gums and peanuts. Cream and gum centers lacked flavor.

Peanuts: Good.

Remarks: Candy is not up to the standard of others of this type that the Clinic has examined at the same







CODE 11U43

Assorted Gums, Sugared Peanuts and Jelly Beans—1 lb.—20c

(Purchased in a 5c and 10c store, Chicago, Ill.)

Sold in Bulk

Gums and Jellies:

Colors Good. Texture: Good.

Flavors: See Remarks.

Jelly Beans: Colors: Good.

Texture: Good. Panning: Good.

Remarks: Flavors were not strong enough and some of the flavors were not up to standard, but, at the price of 20c the pound, we can not complain.

CODE 11V43 Salt Water Taffy—1c

(Purchased in a cigar store, Chicago, Ill.)

Sold in Bulk

Wrapper: Printed wax paper.

Colors: Good. Texture: Good. Flavors: Fair.

Remarks: Suggest piece be cooked higher as wax wrapper stuck to the candy.

CODE 11Y43

Chews-1/2 ozs.-5c

(Purchased in a cigar store, Milwaukee, Wis.)

Appearance of Package: Good.

Size: Small,

Wrapper: White wax, printed in brown. 8 pieces wrapped in printed wax wrappers.

Color: Good. Texture: Good. Taste: Fair.

Remarks: A very small 5c package for this type of candy. Suggest a good molasses be added to give the piece an outstanding flavor.

CODE 11Z43

Lemon Drops-1 lb.-60c

(Purchased in a retail candy store, Chicago, Ill.)

Sold in Bulk Color: Good. Texture: Good. Sugaring: Good. Flavor: Fair.

Remarks: Suggest more flavor be added as piece lacked a good lemon flavor.

CODE 10X43

Assorted Chocolates-1 lb.-\$1.50

(Sent in for special analysis No. 4414)

Appearance of Package: Good.

Box: Extension type red, black, name embossed in gold, tied with a yellow ribbon, glassine wrapper.

Appearance of Box on Opening: Good.

Coatings: Dark and Light: Colors: Good.

Gloss: Fair. Strings: Fair. Taste: Good. Light Coated Centers:

Pecans: Good.

Butter Crunch: Good, Red Jelly: Could not identify flavor.

Nougat: Poor. Dark Coated Centers:

Fruit Paste: Good.
Vanilla Nut Caramel: Good.

Dark Cream and Pecans: Fair.

Lemon Cream: Good. Cordial Cherries: Good. Orange Cream: Fair. Vanilla Caramel: Good.

Solid Hard Candy Piece: Very cheap

piece.

Panned Almonds: Good, but finish is

very poorly done.

Assortment: Too small.

Remarks: Leaving the nut meats out, the assortment is not in the \$1.50

ass.
We have examined boxes for less
than one dollar and found better
coatings and centers.

Nougats need checking up also the

Box contained too many orange creams and fruit paste pieces.

Panned Almonds had a very poor finish.

Watch For The 1944 Candy Buyers' DIRECTORY

Biggest Directory in the history of its publication.

-Lecithin-

Patent 1,781,672 is now void and the use of Lecithin in Chocolate is without any Patent restrictions.

"Due to the shortage of shipping containers we are unable to ship in quantities of less than 100 lbs."

Our price and quality are right.

J. C. Ferguson Mfg. Works, Inc.

130-140 Ernest Street

Providence, R. I., U. S. A.

CONFECTIONERS' BRIEFS

Reddy Heads New England Group

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Mr. John H. Reddy, sales executive of the New England Confectionery Co., was recently elected president of the New England Confectioner's Club at the annual



Mr. John H. Reddy is a director in the National Confectioners' Association, as well as the Presi-dent of the New England Confection-er's Club.

meeting held at the Parker House, Boston. Mr. Reddy is a director of the National Confectioners' Association. He succeeds Mr. Alton L. Miller, head of the Charles N. Miller Co., Boston.

Progress Reported in Donor Drive

The Association of Manufacturers of Confectionery and Chocolate is sponsoring a drive for blood donors for the Red Cross in New York. The drive is making excellent progress according to Wm. C. Kimberly, secretary of the association and originator of the drive, and Mr. Gordon Lamont, of Lamont Corliss & Co., Mr. Lamont is a special representative of the National Blood Donors Service of the American Red Cross.

AMA Holds War Conference

On November 11, the American Marketing Associa. tion held its War Conference, at the Hotel Statler, Cleveland. More than 25 speakers, outstanding figures in business, government and marketing, were on hand to discuss the problems of present and future marketing.

BUY MORE WAR BONDS

CLEANING TIPS for wartime

confectioners

Try This Fast, Easy Way to Clean Mixing Kettles

Having a hard time removing chocolate, baked-on sugar, cocoanut oil or other ingredients from your stainless steel mixing kettles?

Then here is a suggestion that will HELP YOU! Try Oakite Composition No. 63. You'll find deposits are re-moved OUICKLY, THOR-

OUGHLY EASILY without laborious scrubbing!
Thorough Oakite cleaning
also makes QUALITY
CONTROL more certain. Details FREE!

OAKITE PRODUCTS, INC. OC Thames Street. New York. N. Y. echnical Service Representatives in Principal Cities of the United States and Canada

Join the Attack! Buy War Bonds!



Ambrosia Chocolate Co. MILWAUKEE 3 WISCONSIN



chocolate flavor with Mapleine you can use

less chocolate in toppings and bar goods. Try Mapleine as a chocolate fortifier in your own formulas. Doesn't require formula changes.

Mapleine also helps spread scarce flavors, fruits and nuts. A popular flavor for fondants. Easy to use-concentrated. Won't cook out, won't change in storage.

* LEARN more about Mapleine. Order from your supplier or direct from Crescent Mfg. Company, 659J Dearborn St., Seattle, Wash.

The "Extra Help" Flavor in Wartime





The Seal of QUALITY PRODUCTS AND SERVICE

ROSS & ROWE INC.

75 VARICK STREET WRIGLEY BLDG. NEW YORK N.Y. CHICAGO.ILL. SOLE SELLING AGENTS FOR AMERICAN LECITHIN COMPANY

Another Excellent Item Added to Our Famous **Nutcorette Line!**

NUTCORETTE PASTE

Made from Apricot Kernels, Sugar, Honey and Sweet Almonds

Reports from prominent manufacturing confectioners testify to its merit as a candy center.

For over half a century Wood & Selick have been headquarters for Favorite Brand Products such as flavoring extracts, colors, shelled nuts and many specialties for the manufacturing confectioner.

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New York 13, N. Y.

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Ferris-Noeth-Stern Co., Div. Wood & Selick, Inc. 714 E. Pratt St., Baltimore 2, Md.

N.C.A. Research Committee Meets

The recent National Confectioners' Association Research Committee meeting held in New York on November 4, was held there to give several Eastern members, who would not be able to attend the regular meeting called for November 12, in Chicago, a chance to discuss important problems which might be placed before the Board of Directors in their next meeting, and to hear Dr. G. R. Cowgill, who was in New York at the time.

Among those who attended the meeting were: The Research Committee members, C. R. Adelson, Delson Candy Co., N. Y.; Ernest Peakes, New England Confectionery Co., Cambridge, Mass.; J. R. Maxwell, Stephen F. Whitman & Son, Philadelphia; and Directors: H. L. Hoops, Hawley & Hoops, New York; and I. C. Shaffer, Just Born.

Inc., New York.

Others who attended the meeting were: Herman Heide, Henry Heide Inc., New York; Thomas J. Ryan, Mason au Magenheimer, Brooklyn; Dr. Stroud Jordan, American Sugar Refiners, New York; J. A. King, Nulomoline Company, New York; Dr. G. R. Cowgill, Hamden, Conn.; and Philip P. Gott, president National Confectioners' Association.

Frank H. Anderson Dies

Frank H. Anderson, executive vice-president and treasurer of the American Canteen Service Co., died October 16, from injuries received when he fell under a train he was boarding at Stuart, Fla. Mr. Anderson was 45 years of age and is survived by three sons, two daughters and his wife.

SAVE TIM



... with ELECTRONIC CONTROLS

In the high-speeds of the future, Electronics, will be widely used to increase accuracy and cut costs.

Consult with engineers thoroughly familiar with electronic methods.

Research-Design-Construction-Development.

31-49 TWELFTH ST. LONG ISLAND CITY, N. Y.

EQUIPMENT TO FIT YOUR NEEDS!



COPPER COATING PANS JKTD. MARSHMALLOW BEATERS, VACUUM PANS, STEAM JKTD. KETTLES.

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GLASS LINED, COPPER, STEEL PORTABLE AGITATORS & STATIONARY MIXERS.

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SUGAR PULVERIZERS, GRINDERS, CHOCOLATE ROLLER MILLS, PUMPS, ETC.





SUPPLY TRADE NEWS

Dreyer Official Improving

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Mr. F. C. Theile, president of P. R. Dreyer, Inc. after nine weeks' illness has left the hospital and has returned to his home for recuperation. Mr. Theile's many friends in the industry will be pleased to learn of his improvement.

Reynolds Appoints Public Relations Officer

Mr. Tyrrell Krum has been appointed as Director of Public Relations by Mr. R. S. Reynolds, chairman of the board of Reynolds Metals Company, Richmond, Virginia. Mr. Krum was recently released from active duty as a Lieutenant Commander in the Navy where he gained extensive experience as a Public Relations Officer.

Staley Sponsors Program

The A. E. Staley Manufacturing Company will sponsor "Sweet River" on the complete blue Network beginning November 29. The dramatic serial will be heard Mondays through Fridays from 10 to 10:15 a.m. E.W.T.

Fischel Joins Isarel Co.

Mr. A. N. Fischel will be associated with the A. C. Israel Commodity Co., Inc., as of October 15. Mr. Fischel worked closely with Mr. J. M. Whittaker in Washington before his present connection on the cocoa bean situation. His interest was chiefly in the "off shore" operations which concerned the procurement of cocoabeans into the U. S.

Market Rodent Killer

A rodent killer that is non-harmful to humans, pets, and domestic animals is being marketed by a firm experienced in the making of fumigants and insect destroyers. The packages of rodent killer contain different flavors to attract and appeal to the various appetites of various rodents.

Florasynth Detroit Offices Moved

Announcement is made by Dr. William Lakritz, executive of Florasynth Laboratories, Inc., to the effect that the Detroit headquarters and new offices of the company are now located at 6432 Cass Avenue, in that city, and are under the management of Mr. L. W. Bogner.

-MILK-

POWDERED --- CONDENSED

WHOLE - SKIM SPRAY - ROLLER SWEETENED SKIM SWEET CREAM FROZEN CREAM

— Cars or less —

You know why supplies are limited—we're doing our best to distribute fairly whatever is available.

Order as far in advance as possible.

SIMMONS DAIRY PRODUCTS, LTD.

13 W. FRONT STREET

CINCINNATI 2, OHIO



Let's buy more War Bonds and "get" the other axis partners. Maintain your high production average with the aid of BUR-RELL'S 9 belting stars!

- * CRACK-LESS Glazed Enrober Belting
- * THIN-TEX CRACK-LESS Glazed Belting
- * White Glazed Enrober Belting
 [Double Texture: Single Texture: Aero-Weight]
- * Batch Roller Belts (Patented)
- * Feed Table Belts (Endless)
- * Bottomer Belts (Endless)
- * Carrier or Drag Belts
- * Cherry Dropper Belts
- * Innerwoven Conveyor Belting

"BUY PERFORMANCE"

BURRELL BELTING COMPANY

413 S. Hermitage Ave., Chicago, Ill.



INDUSTRIAL GEAR MFG. CO.

4531 VAN BUREN STREET CHICAGO 24 ILLINOIS

elements that state coffee and, in turn, that stale coffee and, in turn, stale the products they enter, they enter, have been removed from Barrington Hall Instantly Barrington Hall Parels and Soluble Coffee Harols a BAKER IMPORTING CO. RANCID OILS MINNEAPOLIS Barrington Hall Instantly
Soluble Coffee. Here's a pure
Soluble coffee a saways fresh
coffee that is always fresh
Use Barrington for received 132 Front St. 212 N. Second St. Use Barrington Hall for flain this INSTANTLY PREPARED COFFEE FLAVORING 100% pure

I D ACID TARTARIC CREAM OF TARTAR SODIUM CITRATE



Manufacturing Chemists CHAS. PFIZER & CO., INC.

81 MAIDEN LANE, NEW YORK, N. Y. 444 W. GRAND AVE., CHICAGO, ILL.

T R TARTARIC CREAM OF TARTAR SODIUM CITRATE





Our service departments will help you with any of your technical problems.

UNIFORM...DEPENDABLE

Confectioners' Corn Syrups, Thin Boiling Starches, Moulding Starch



CURTISS CANDY COMPANY Producers of Fine Foods CHICAGO, ILL.



LIGNIN VANILLIN. C. P. A Finer Vanillin of Exquisite Aroma. A NATURAL SOURCE Vanillin originated and manufactured in the United States.

AROMATIC CHEMICALS AND ESSENTIAL OILS FOR FLAVORING PURPOSES.

AROMATICS DIVISION GENERAL DRUG COMPANY

Interior of Factory VISCONSIN. U. S. A.

644 Pacific St., Brooklyn, N. Y. 9 S. Clinton St., Chicago 1019 Elliott St., W., Windsor, Ont.

Florasynth Laboratories Elects Officers

With the retirement from the organization of Mr. Louis A. Rosett, Florasynth Laboratories Inc., announces the appointment of officers of the company's directorate, and subsidiary affiliations.

Dr. Alexander Katz, organizer and chief chemist, and former vice-president, assumes the presidency of the company. William Lakritz becomes its vice-president. He has been the organization's associate chemist for more than 20 years and has headed the Chicago office and its central and midwestern activities.

Mr. Joseph H. Fein, who has been with the company for the past 20 years, has been elected treasurer. As in the past he will continue in charge of the company's Purchasing Department with headquarters at the main offices and plant in New York.

Mr. David Lakritz, for years also a member of the chemical staff, becomes chief chemist in charge of production in the New York plant, and Mr. Leonard Katz continues in charge of production of the company's west coast activities. Mr. Charles P. Kramer, who has been general counsel for Florasynth since its inception in 1916, continues as secretary, and Charlotte F. Senior continues as assistant secretary and assistant treasurer.

P.F.C. A. S. Vanni Visits "M.C."

P.F.C. Alphonse S. Vanni, formerly connected with Julia King Candies (now out of business), visited the offices of *The Manufacturing Confectioner*. P.F.C. Vanni is on furlough at the present time after seeing action in Africa and Sicily. He was wearing ribbons denoting action in the French and Italian sectors in addition to his other decorations. He said that there was one small candy factory in Oran, Algiers but that it wasn't producing much candy. P.F.C. Vanni will be statoned at San Fernando, California with Co. B., 147th Infantry until further notice.

Life Savers Dividend

The extra dividend of 70 cents in addition to the regular quarterly dividend of 40 cents a share voted on the stock of the Life Savers Corporation increases the year's payments to \$2.30 against \$2.00 distributed in 1942.

LeSauvage President of Restaurant Association

Mr. George B. LeSauvage of Schrafft's candies, was elected president of the National Restaurant Association at the recent wartime conference of the Association. He succeeds Vernon Stouffer in this office.



FORTAROMS

Fortified, natural fruit bases in eighteen fruit flavors including strawberry. The full flavor of the fresh ripe fruit is retained in these excellent imitation fruit aromas, which are soluble and have a low moisture content.

Use 2 ozs. per 100 lbs. in hard candy, "1/2" cream centers

Schimmel & Co., Inc.



CRUSHED ORANGES

FOR

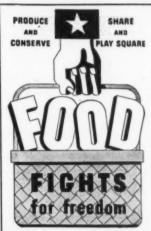


CANDIES

Whole Oranges crushed, with full amount of juice retained and with all seeds and rag removed. Concentrated with heavy sugar content. Not rationed.

> Packed in barrels, kegs, and No. 10 glass jars. Ask for sample and prices.

THE C. M. PITT & SONS CO



FOOD is a War Weapon!

Every American can help our soldiers speed the victory by respecting food for what it is—a vital war weapon. Help produce and conserve food—America's supply is short. Don't overbuy. Don't waste

it! Make every ounce count. Share it—play square!

In a ceaseless "battle of production" P & F is striving to do more than its share in producing corn syrups and starches, "war weapon foods." Join us in the U. S. War Food Administration's effort to "Produce and Conserve, Share and Play Square."

PENICK & FORD Ltd.
420 Lexington Avenue, New York 17, N. Y.
Factory. Coder Rapids, Torps



Why a Movie Director hangs a picture crooked

A pointer in candy bar wrapping

When a movie director wants to make a room look disorderly, he often places a picture or two at a careless angle. That says volumes about the owner of the room.

A wrapper which is not properly placed on a candy bar makes an equally bad impression. Looks like careless manufacture. Reflects on the product itself.

We took pains to provide the DF bar wrapper with a superior type of electric eye mechanism that locates the printed design accurately on the bar. Notice on the samples illustrated how the designs line up with the sides and ends of the bars. Such perfect registration can be expected of the DF, no matter how long the run.

And, irrespective of how irregular the bar may be, the DF will give it a smooth, box-like wrap. The wrapper is formed and sealed over the breaker bars and tuckers, not over the bar itself.

Quickly adjustable for various sizes, the DF is the type of machine you can standardize on for all your bar production.

Write for folder giving complete details

PACKAGE MACHINERY COMPANY

Springfield 7, Massachusetts

NEW YORK CHICAGO CLEVELAND LOS ANGELES TORONTO



PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines



By EDGAR P. MERCER
Associate Editor,
The Manufacturing Confectioner

The containers division of the War Production Board has launched a nation-wide program built around the conservation and re-use of all types of containers.

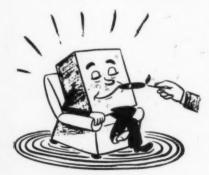
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With production of all kinds of containers running between 15 and 25% behind consumption demands, E. F. Tomiska, chief of the WPB container division, said that the extent to which his agency will issue further orders curtailing the use of containers wll be determined by the economies effected by business and industry through re-use of such packaging.

A specific program for conservation of corrugated and paper board containers was released recently to more than 1,200 candy manufacturers and members of allied industries by the National Confectioners' Association.

In an accompanying announcement, N.C.A. executives stated, "The confectionery industry, along with other industries which use corrugated containers, has been asked to effect savings wherever possible in the use of this type of container.

"WPB chairman, Donald M. Nel-



son, has warned manufacturers that the situation regarding all types of containers is so critical that a conservation program must be put into effect so that the available supply may be stretched to cover the needs of the manufacturer."

Calls for Cooperation

The program which calls for cooperation between jobbers, distributors and manufacturers aims at the re-use of containers and will serve to assist confectioners in making the reduction in paper usage asked by the WPB. Unless an over-all campaign is effective, according to information received by N.C.A., it may be necessary to reduce the amount of



containers available to confectioners by 20 percent.

All confectioners are being supplied with a carton conservation program kit which includes the announcement of the necessity for such a program; a suggested letter to be sent to all jobbers, distributors, etc., by the manufacturer; a copy of a printed "Save This Carton" circular which is to be included in cartons or with firm correspondence; and a pattern for a wooden carton opener which is illustrated in this article.

Mr. Tomiska has asserted that the chief problem in getting fiberboard containers is the manpower involved. He said that men have left the pulpwood industry to take jobs in the higher-paying industries, and while there are enough facilities to convert the pulp, there isn't enough pulp and waste paper to feed the mills.

He declared that a further increase in the glass industry's facilities during 1944 is expected, although at the present time these facilities are working at 100 percent of capacity.

"However," Mr. Tomiska said, "we cannot rely on this increased output alone to answer the problem. Nor can we hope to get the same number of unit containers in wood out of the same tonnage we had before—because every container which is shipped overseas has to be much heavier than domestic containers. Savings in fiberboard containers due to the restrictions in Limitation Order 317, issued recently, will amount to five percent of the paper fiberboard we have been using."



Mr. Frank J. Haynes, assistant director of the containers division, said that containers may be re-used as long as they are fit for re-use and meet with shipping specifications.

He pointed out the case of the gum manufacturer who asked his jobber to return the corrugated paper cartons in which his product is packed offering five cents per carton for shipments of 100 pounds or more, as fitting in perfectly with the objectives of the program.

Assistance of the containers divis-

Assistance of the containers division may be obtained for those manufacturers who wish to bring their plans into conformity with Office of Price Administration policies. Trade groups may also get help from the division in getting clearance on price aspects of similar offers from the Department of Justice, Mr. Haynes declared.

By splitting corner stays or breaking gummed tape binding, most paperboard boxes can be conserved. They should be packed flat for reshipment to suppliers, he suggsted. In filling mail orders, Mr. Haynes added, retailers should use secondhand containers as far as is possible.

The Curtiss Candy Co., is one of the large confectionery manufacturers

TIONER



doing a good job of taking an active part in the container re-use program. The Curtiss plan was started three months before Pearl Harbor. On October 27, 1941, the company sent out instructions to its salesmen through the Curtiss house organ Wham, on the subject of conserving shipping cartons. A well planned drive was launched at that time with all departments cooperating with the Franchise Service Salesmen in saving as many used cartons as possible to be re-used. Curtiss Program Described

The July 26, 1943, issue of Wham describes the Curtiss program:

"A brand-new department was established in Curtiss Plant No. 3, for sorting and reconditioning the used cartons received from the salesmen. The more difficult task of trying to get independent jobber cooperation throughout the United States on the return of used cartons was also undertaken.

"It would be amazing to the average person if he could know the tremendous amount of chip board used in one year by our company. This will give a vague idea: '14,252 acres of forest were required to yield the correct wood pulp for Curtiss' chip board for one year.' One can readily see then the great contribution to the war effort which would result if most of this vast amount of material could be re-used once or twice.

"This task was difficult. At first, it seemed that if the cartons were sealed slightly enough to be easily opened without damaging, the gluing would not be sufficient for transportation requirements. All necessary adjustments were finally made and the salesmen have been doing a fair job in returning usable cartons for some

Realize Problems Involved

"During these two years, there have been times when the chip board situations slightly improved, but at present, it is again on the down grade.

"Officials of the WPB now realize the many problems in connection with the re-use of packaging materials. In fact, they find that numerous companies have tried but failed along this line. These Washington officals have paid a slight tribute to you salesmen in choosing our company as an outstanding example in conserving and re-using this type of packaging material.

"You will be interested by the photographs of our Carton Reconditioning Department showing cartons before, after and in the process of reconditioning. These photographs, (see illustrations accompanying this article), are being used officially to stimulate similar effort in other large companies.

The Containers Division suggests the usage of all obsolete inventories as a means of making present stocks of containers go further. The English publication Confectionery Production has something to say about this subject that is interesting in connection with the present WPB drive.

It says: "It is freely admitted, by manufacturers themselves. that the brightness and appearance of their

The column of pictures above show the process of preparing returned cartons for re-use in the Curtiss Candy Company's program of conservation. The boxes are carefully opened, flattened out, and stored for re-use. Right: Sorting Curtiss Candy cartons for re-use. All photos courtesy
Curtiss Candy Co.



THE MANUFACTURING CONFECTIONER

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ONLY THE BEGINNING

This year's bumper farm crop would be of little use to humanity in the form in which it is delivered to the elevators, the canners and the packers.

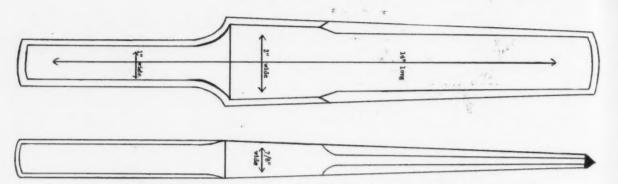
Growing this food is only the beginning of processing, packaging and shipping operations that are complex enough at any time — but doubly difficult to-day with so many substitutes and shortages. In meeting these increased problems, the food industry has done a really remarkable job — assuring our government that the nation's food supply will be properly preserved, ready to use whenever and wherever it may be needed.

Riegel mills and laboratories have been working full time to help meet the new technical requirements and the increased demands of the food industry. This has necessarily limited our ability to supply all our customers with all they want, but when it's over we will come to you with a wealth of experience and countless new products. In the meantime, if you are tackling post-war problems now, you will find us ready, willing and able to help you.



RIEGEL PAPER CORPORATION

142 MARISON AVENUE V NEW YORK IT, N. Y.



Wooden paddles designed to open cartons without damaging the carton itself. Plans for making these paddles as shown are being distributed by the National Confectioners' Association.

products are on the drab side at this stage. The display of color on labels and packages, which was once so prominent, up to the first or second year of the war, aided by the brilliant effect of multi-colored foils, is now sadly lacking.

"It is well known that the present uninteresting appearance of our lines is not the fault of the manufacturer; it must be blamed upon the shortage of materials and labor due entirely to war-time necessities.

Dig Out Old Cartons

"Some of the wraps in use today are interesting, however, by virtue of the fact that they have obviously been dug out of store rooms where they have lain for years, probably with the object of having them destroyed eventually, as they were considered of no further use in the competition among manufacturers to produce the most attractive displays of color and design.

"Those manufacturers who merely cast them aside without making further efforts for their disposal must be congratulating themselves today, with good reason, for if the designs are not up to the expected modern standard, the quality of the material is certainly good and fills a much needed want.

"This brings us to the point we wished to make at the beginning of these notes. Eye appeal is, and always will be, the greatest asset for inducing sales of the products of this industry!"

So, in cooperating in the program for re-use of containers and the use of obsolete designs in container material that has been laid aside but can now be brought out for usage once more in time of emergency, remember that eye appeal must be one of the factors involved.

Examples of what can be done to conserve containers are given in a bulletin by the WPB. In saving set-up paper boxes, carefully collapse bodies and covers by cutting or tearing the four corner stays. Pack flat in used corrugated containers. Corners can be retaped and the boxes used again.

Corrugated and solid fibre containers can be conserved, if sealed, by breaking seal on flaps by sliding a wooden paddle, as illustrated in this article, back and forth, not up and down, underneath flaps. This does not damage containers. If container is gum-taped, cut tape, collapse box and tie in bundles. Keep containers dry, free from dirt, tears and rips.

To increase the life and usefulness of all containers, the WPB is asking voluntary participation in this campaign . . . to re-use your own containers, to use reconditioned containers originally shipped by others, to save and sell used containers you can't use.

You can get your own containers back if any part of your distribution stays within one or two organizations.

You can plan to re-use containers received from your suppliers in making shipments to your customers, or you can sell unsuitable containers to a waste paper dealer for salvage.

A six-point program has been suggested for your aid. Point one: Study your containers. Use the smallest possible amount of packaging materials. Two: Instruct receiving and shipping clerks to carefully handle, open, and save every container having a re-use value. Three: Ask customers to handle containers carefully so they can be re-used.

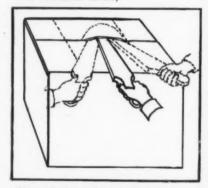
Point four: Don't hoard containers. Examine inventories for obsolete, new containers. Sell them if you can't use them. Your regular container supplier will help you find a buyer if you furnish him with complete details about your excess stocks. Five: Keep the WPB informed on the specific ways you're able to re-use containers so that your ideas can be passed on.

Point six: Impress employees and

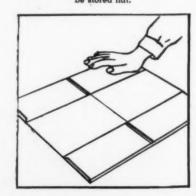
customers with the need for co-operation in this program.

The WPB Salvage Division has a few copies of the 243 page book, "Salvage Manual for Industry" left which will undoubtedly be of interest to those who want to co-operate in the Container Re-use program. The manual, published by the Government, can be had by writing Mr. E. F. Mulligan, Salvage Division, War Production Board, 1100 H. Street, N.W., Washington, D. C.

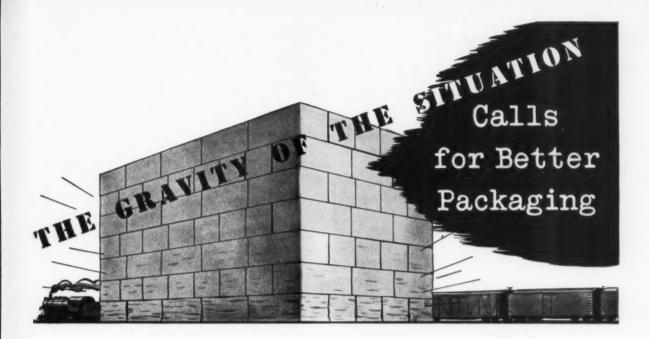
Remember, every container re-used is a container saved!



Above, is shown the right way to open a carton without damaging the box itself. Use of the wooden paddle allows good leverage without danger of cutting or tearing. Working the paddle back and forth in a sidewise manner prevents tearing. Below, is shown the correct way to collapse a carton for re-use. They should be stored flat.



THE MANUFACTURING CONFECTIONER



An average of five more tons per car . . . that's the war-load being shouldered by the railroads.

And that's why "floored" shipping boxes must support many more pounds per package.

One case for better packaging rests on that fact. Crushed shipping boxes mean damaged merchandise. That means waste of materials, manpower, time and shipping space... waste that can be greatly curtailed by use of sturdy corrugated boxes engineered to meet the new conditions.

Ask an H & D Package Laboratory to check your shipping boxes. A few pennies more in the right place may enable you to cut losses enormously.

Protect the Product BETTER SEE WEDT AUTHORITY ON PACKAGING

PACKAGING "TEXT-BOOKLETS" FREE



FACTORIES in Baltimore * Boston * Buffale * Chicage * Hoboken * Kansas City * Leneir, N. C. * Montreal * Richmond

Here's a handy source of practical shipping information to help you salve day-to-day shipping problems. It will pay you to take this "refresher-course" in packaging. The cast? A penny post card. Mail your requests to . . .

HINDE & DAUCH, Executive Offices:

Cleveland . Detroit . Gloucester, N. J. . St. Louis . Sandusky, Ohio . Teronte

for November, 1943

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page 43



CONSERVE

Conserving and protecting food is as important as producing it. In our "all-out" effort to make "Food fight for freedom" protective packaging play a vital part. Let us consult with you on your protective problems. We manufacture to order.

We can supply (usually immediately from stock) the following:

Candy Mats

adsit, Decopad) Dipping Papers

Shredded Papers

Globular Parchments

Waxed Papers

Embossed Papers

Chocolate Dividers

Boats and Trays

Layer Boards

Die-Cut Liners

Protection Papers

Partitions

Write for Samples and Prices

George H. Sweetnam, Inc. 282-286 Portland Street Cambridge, Mass.

Representatives in: PHILADELPHIA NEW ORLEANS CHICAGO DETROIT LOS ANGELES



Packaging Institute Meets

The Packaging Institute held their annual meeting on November 4 and 5, at the Hotel New Yorker, New York City. "Meeting Wartime Restrictions" was the central theme of the get-together.

Built-In Color

The Du Pont Company has announced that built-in color is an outstanding advantage that is turning more and more manufacturers of home and office furniture, and other equipment towards the use of colorful plastics.

Sherman Display Guide Published

The Sherman Paper Products Corporation have distributed a new Display Guide, designed for retailers and point-of-sale advertisers. It shows a wide range of ideas for simpler war-time displays and decorations.

Can Institute Launches Ad Campaign

Gordon E. Cole, advertising director of the Can Manufacturers Institute, Inc., has announced a longrange advertising and consumer education program in behalf of the Institute, membership of which is composed of the can manufacturers of America.

STATEMENT OF OWNERSHIP, MANAGEMENT CIRCULATION, ETC.

Required by the Act of Congress of March 3, 1933, of The Manufactur-ing Confectioner, published monthly at Pontiac, Illinois, for October 1, 1943.

State of Illinois, County of Cook, ss.

Before me, a notary public in and for the State and County aforesaid, personally appeared Mrs. Earl R. Allured, who, having been duly sworn according to law, deposes and says that she is the Publisher of the Manufacturing Confectioner, and that the following is, to the best of her knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, printed on the reverse of this form, to wit:

That the names and addresses of the publisher, editor, managing editor, and business managers are:
 Publisher--Mrs. Earl R. Allured, 400 W. Madison St., Chicago.

Business Manager—Mrs. Earl R. Allured, 400 W. Madison St., Chicago, Illinois. Business Man Chicago, Illinois

- 2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm. company, or other unincorporated concern, its name and address, as well as those of each individual member. must be given.) The Manufacturing Confectioner Publ. Co., Mrs. Earl R. Allured, 460 W. Madison St., Chicago, and A. Goelitz, Deerfield, Illinois.
- That the known bondholders, mortgages, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)
 None.
- 4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bons fide owner; and this affiaint has no reason to believe that any other persons, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

MRS. EARL R. ALLURED. Publisher

Sworn to and subscribed before me this 16th day of September, 1943,

BERTHA E. WALKER, Notary Public.

(My commission expires March 3, 1946)

Tropical Fruits (A Review)

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This book by Suckh Cyal, B. Sc. (Hons.), M. Sc., gives the reader a general outlook from the fundamental study of the soil right up to the commercial possibilities of the waste products. The most up-to-date knowledge on the subject has been incorporated. No attempt has been made to introduce complex. mathematical and highly technical discussions. Price \$2.75, Chemical Publishing Co., Inc., Brooklyn, N. Y.

Vitamin Values of Foods (A Review)

This book summarizes the available data on the vitamin content of foods in relation to a variety of plant or breed of animal; methods of calculation or feeding practice; places of production or source of material: methods of cooking, processing, storage; variations in degree of maturity and methods of analysis. Price \$2.75, Chemical Publishing Co., Inc., Brooklyn, N. Y.

Food Manufacturing (A Review)

By Saul Blumenthal. This book is a collection of practical tested formulae, descriptions and analysis of raw materials for the baking, beverage, essence, flours, confection, ice cream, condiment, preserving, salad dressing and allied industries. The book contains over 600 pages of vital information. Price \$7.50, Chemical Publishing Co., Inc., Brooklyn, N. Y.

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CANDY manufacturers both large and small prefer IDEAL WRAPPING MACHINES because they previde the economies of fast handling along with dependable, uninterrupted operation. In use the world over. IDEAL Machines are building a service record that stands unmatched and unchallenged! Our unqualified guarantee is your protection. Two models available: SENIOR MODEL wraps 160 pieces per minute: the new High Speed Special Model wraps 325 to 425 pieces per minute. Investigation will prove these machines are adapted to your most exacting requirements.



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Christmas Packages Contain Candy

The Standard Oil Company of Indiana sent Christmas parcels for employees in the Armed Services that contained chocolate bars, caramels and other candy, cigarettes, peanuts, etc. Other industrial concerns reported sending packages containing candy, too.

Candy Sales Boom in Theatres

Candy sales in theatres are expected to reach between \$18,000,000 and \$20,000,000 during 1943 as compared to \$14,000,000 in 1942, or a 35% increase. Soft drinks and other refreshments are included.

English Zoning System

A zoning scheme for chocolate and sweets went into force in Great Britian in June. Under the new regulations retailers and wholesalers will not be able to obtain goods for manufacturers outside of their zone.

Peppermint Preferred

A report from the Quartermaster Corps Depot in Jersey City, N. J., says that 50 per cent of all the hard candy purchased for the Army is peppermint flavored. The Army bought 9,000,000 pounds of assorted candies in one month. One-half of this purchase was peppermint flavored while the other half was divided among a dozen flavors.

CLEANING TIPS

for wartime confectioners

Try This Easier Way to **Keep Equipment Sanitary**

You can guard against bacterial contamination easily by using this effective two-step Oakite method. FIRST ... clean your mixers, beaters, cooking vats and other equipment thoroughly.

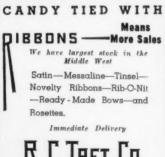
SECOND... spray or flush surfaces with recommended solution of FAST-WORK-ING Oakite Bactericide.

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THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



HELP WANTED

WANTED—Candy Maker who can make hand rolled creams, caramels, fudge, hard goods, and chewing centers. Experienced for high class retail trade. We pay \$50.00 a week and meals for 6 days. The job is open for the right man at once. Call or write to The Moderne Confectionery, 110 W. Washington Street, South Bend, Indiana.

WANTED—High-class candy maker for permanent position with small wholesale factory specializing with outstanding product for better trade. Prefer progressive man with production ability with experience in caramel work. Opportunity for advancement for sober, steady man. Write direct to ADAMS CANDY CO., 711 S. ERVAY ST., DALLAS, TEXAS.

CANDY EXECUTIVE—Well established company, with plant in New York City, looking for candy man thoroughly experienced in the manufacture of high grade candies. Good salary. Give complete resume in the first letter which will be treated strictly confidential. Address K-11437, c/o The MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Ill.

HELP WANTED: Enrober man capable of handling three enrobers. The position is steady and will continue so after the war. Address H-8435, c/o The Manufacturing Confectioner, 400 West Madison St., Chicago, Ill.

SUPERINTENDENT—Due to prospective retirement of present superintendent, a permanent position is open for right man. MUST BE a practical man capable of making and teaching others how to make our productscaramels, gums, jellies, creams, chocolate coated goods and pan work. MUST BE a man old enough to have had the varied practical experience necessary for this job and young enough to have the energy to be on his feet around the factory all day improving present production methods and handling personnel. Apply by letter only, stating FULL particulars about past experience, when available and salary expected to H. A. Winterknight, Jr., c/o American Caramel Company, Lancaster. Pa.

HELP WANTED

SUPERINTENDENT WANTED for moderate sized plant in New York City. This is a permanent position, and opportunity for advancement. Write full details, your experience and

Write full details, your experience and salary expected. Address K-11435, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Ill.

CONFECTIONERY CHEMIST,—
UNUSUAL OPPORTUNITY
FOR EXPERIENCED CONFECTIONERY CHEMIST to work in cooperation with candy maker in developing new candy ingredients. Essential
qualifications: originality, ideas, desire
to acquire valuable experience and personal advancement. Salary commensurate with ability. Address J-10435,
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III

GUM AND CREME FOREMAN, modern well equipped plant. Steady work. Excellent opportunity for a man that is well experienced and capable of taking charge of a department. Kindly submit references with application. SWEET CANDY COMPANY, Salt Lake City, Utah.

OLD ESTABLISHED Chicago concern has permanent job for hard candy maker. One who understands open fire work. 40 hours per week at 82c per hour. All the overtime you want at \$1.23 per hour. No layoff, we operate 12 months in year. Also need Pan Man on same basic pay rate. State experience, age, etc. Address I-9435, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Illinois.

WANTED AT ONCE—Thoroughly experienced all around candy maker for new small department in well established firm. One who understands jellies, crystalized or glace citrus peel, patties, kisses, pecan rolls, pralines, etc. Steady year-round position and an opportunity to live in God's country. \$50.00 per week start. State age and past experience in detail. Address COBBS, Box 1, Little River Sta. Miami, Fla.

HELP WANTED

CANDY MAKER—Experienced on all high grade candies, splendid opportunity with well established company. Good salary. Give all details, experience, age and when available. Application will be held in strictest confidence. Address K-11434, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Ill.

ASSISTANT SUPERINTENDENT
—For large Metropolitan New York
plant. Must have thorough knowledge
of candy processing and plant operations. Splendid opportunity for a man
who is a GRADUATE ENGINEER.
Write full details. Address J-10433,
c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago,
Ill.

POSITIONS WANTED

A YOUNG WELL EXPERIENCED candy foreman desires change for a better paid position. Have had a sound training in Europe and many years practical experience in the U.S.A., and worked with modern hard candy machines, Vacuum cookers, chocolate enrobers, depositors, moguls. etc. I am able to manufacture a full line of high class filled and unfilled hard candies, all kinds of filled and solid chocolates, patties, caramels, jellies, etc. for bulk and package. Having my own formulas, I also make costs and know how to handle help efficiently. I am a family man, draft exempt (4F), and prefer New York City. Address K-11433, c/o THE MANUFAC-TURING CONFECTIONER, 400 W. Madison Street, Chicago, Ill.

CHIEF Chemist, superintendent, biochemist, bacteriologist, licensed milk analyst. American Chemical Society member with experience in all types of candy, ice cream, flavors and packaging products, plant management, personnel, and costs. Successful research record. Address H-8438, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



POSITIONS WANTED

SUPERINTENDENT - With background and training necessary to successfully cope with production procedure and its problems. An executive and a practical candy maker. Has applied research to all raw materials. Knows their composite values to quality standards; operating costs; consumer demands. Has tact and ability, to intelligently train plant personnel, to create better performance and interest. Appreciates value of equipment care and its capacity. Fully experienced with general lines; package goods; bars; specialties; chocolate coatings; interesting connection, moderate salary desired. Address J-10432, c/o THE MANUFACTURING CONFECTIONER. 400 West Madison St., Chicago, III.

Superintendent or Ass't. Supt. for big or small plant. Capable to produce highest quailty of candies. With 20 years experience of general line manufacture of candy. Specialized for Fondant, Center cream. Hard center. Casting caramels, Gum and Jellies, Fudge, Marshmallow. Hand rolls center, and all casting candy, including 5c bars. Have own formulas, and able to bring new idea to producing quality at minimum cost, with steel mogul, and modern equipment. I have also experience in speeding up the production and can control the helper. Living in Illinois. Best reference. Draft Exempt. Position must be steady. Address I-9437 c/o THE MANUFACTURING CONFEC-TIONER, 400 W. Madison St., Chicago,

ENERGETIC MAN of exceptional ability and over 20 years of experience in retail manufacturing conf'y, as candy maker, manager and owner. Desires position in retail manufacturing conf'y, or chain. Can personally make all kinds of highest or medium grades of retail candies, chocolates, caramels, hard candies, etc. Understands buying, handling help, and economical production. Would work on salary or percentage of profits basis. Could fill in as candy maker. Also teach help. Would not accept position as just candy maker. Address J-19438, c/o The Manufacturing Confectioner, 400 Madison St., Chicago, Ill.

POSITION WANTED

FIRST CLASS all around retail candy maker desires change. Clean and fast worker for small wholesale shop. Knows moguls, Racine depositors, cutters, wrapping machines, slab work. Above draft age. Real producer and I don't offer excuses. Available at once. Address I-9433, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

FACTORY SUPT.—Wishes to make change. All around candy maker competent to assume full responsibility for your plant. Now using numerous substitute materials in a satisfactory manner. Prefer a mid-west concern making bar and bulk items. Address H-8437, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

A-1 CHOCOLATE COATING SALESMAN Executive Type, outstanding record; excellent following among all users of coatings, liquors, cocoa, cocoa butter, in Chicago and Middle West. 17 years one firm. Best of references. Address H-8439, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

SALES REPRESENTATIVE

DO YOU HAVE PRODUCTS for candy manufacturers? I will guarantee volume of sales and can render service for the product. Long experience in the candy industry and large following. Located in Chicago. G-7436, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, III

Jobber calling on stores, manufacturing plants, etc. specializing on fairs, celebrations, wishes additional lines of penny, bar, package goods, nuts, potato chips, pop corn, caramel corn, novelies, and kindred lines. Strictly cash. Address William J. Vance, P.O. Box 6609, Pittsburgh, Pa.

MACHINERY FOR SALE

15 COPPER STEAM KETTLES, 15 pounds pressure, 10" diameter, 6½" deep, \$30. each. One 200 pound Chocolate Kettle, \$100. Address J-10437, c/o The Manufacturing Confectioner, 400 West Madison St., Chicago, Ill.

FOR SALE—Rose Wrapping Machine. Very little used. Address J-10431, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

FOR SALE: 1 Package Machinery Sucker Wrapper: 1 Each Package Machinery Model K and KD Kiss Machines, with motors: 2 Hildreth Pulling Machines, No. 6, double arm. 200-lb. capacity, motor driven, and 2 Hildreth Pulling Machines, display models, 10 to 25 lb. capacity: 3 American Candy Pullers. factory sizes, 100-lb. capacity. Address C-3437, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

MISCELLANEOUS

WANTED TO BUY—Lolly-pop sticks, any quantity. State size of sticks and price. E. Rosen Company, 296 Charles Street, Providence, R. I.

WANTED—Hard Candy Scrap, any quantity with or without acid. Address K-11432, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Ill.

FOR SALE—1 lot Push Cards. For full information and lowest prices, address Russell C. Love, 131 Henley Road, Philadelphia 31, Penna.

WANTED: Cherry Wrapper stock for one pound boxes. Address I-9438, c/o The Manufacturing Confectioner, 400 West Madison St., Chicago, Ill.

ROASTER — Burns. Jubilee type 5 bag capacity, only \$550.00; CANDY DEPOSITOR, 14 openings only \$450.00; BAUER GRINDING COFFEE MILL, 3 h.p. motor attached, new grind disks only \$190.00; 1 Day (Powder) Bag Filler only \$195.00. All four offered subject to unsold. J. B. Robinson, 1387 W. 9th St., Cleveland, O.



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THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



MISCELLANEOUS

FOR SALE—Bard's Cafe and Confectionery. Doing good business since 1908. Best location, seating capacity 156. Price very seasonable, well worth investigating. No commissioners. Johnstown, Pennsylvania.

WANTED—Candy Manufacturer equipped to make "Ball" type pops who "Thinks of Tomorrow When He Sells Today"! We have the wraps, boxes, etc. and are seeking a permanent source of supply who can furnish "Ball" type pops in limited quantities now—and in very large quantities when the war is over—using our own trade marked wax wrappers. Address J-10439, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

MACHINERY WANTED

EQUIPMENT WANTED!

You can perform a war time service by putting every idle machine back to work! We have jobs for idle equipment in plants doing war work. Wire collect what you can offer.

UNION STANDARD EQUIPMENT CO. 318 Lafayette St., New York, N. Y.

MACHINERY WANTED — A
BAINBRIDGE CUT-ROLL MACHINE, as late a model as possible.
Address K-11436, c/o The ManuFACTURING CONFECTIONER, 400 W.
Madison Street, Chicago, Ill.

C O N C H E S Wanted

National Equipment—Baker Perkins
— Lehman — 3000 lbs. or Larger
Preferred.

Reply To Box No. J-10436 c/o The Manufacturing Confectioner 400 W. Madison St., Chicago 6, III.

MACHINERY WANTED

WANTED: Used sixty-five gallon candy mixer with copper steam jacket tilting kettle for making nougets. Address J-104310, The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

WANTED: Will pay cash for Simplex Vacuum Cooker, Gas or Steam, York Batch Roller, Drop Roller Machine or Ball Machine. Must be good condition. Send particulars. Address I-9436, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Illinois.

WANTED: 38" or 42" Copper Revolving Pan with steam coils and ribs with or without motor. Address I-9431, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Illinois.

WANTED: One double depositor to deposit two kinds of candy side by side, simultaneously, in one mold. Twenty pump bar preferred. Give full description, make, and price in original letter. Address I-9434, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

MACHINERY WANTED: Fully automatic steel mogul wanted. State when purchased and lowest cash price. Address H-8433, c/o The Manufacturing Confectioner, 400 West Madison St., Chicago, Ill.

MACHINERY WANTED: Model M Dye Pop Machine wanted. State when purchased and lowest cash price, Address H-8432, c/o The Manufacturing Confectioner, 400 West Madison St., Chicago, Ill.

Bauer Split Nut and Bauer Whole Nut Blanching Machines. Will pay good price, please send complete description, condition of machine, lowest cash price, and manufacturers catalog illustration if possible, in first letter. Address I-9439, c/o The Manufacturing Confectioner, 400 West Madison St., Chicago, Illinois.

WANTED: Racine, quick-change caramel cutter. Address H-8434, THE MANUFACTURING CONFECTIONER, 400 West Madison St., Chicago, Ill.

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Harry L. Diamond

Sales Representative
1409 So. Michigan Ave. Chicago, Ill.

MACHINERY WANTED

WANTED—1 Used 60 Gal. Copper Kettle Steam Jacket; 1 Two Cylinder Cream Beater; 600—Syrup Cooler. Address K-11438, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Ill.

Rost or Baker Perkins Hard Candy Cooker. Baker Perkins Cutting & Wrapping Machine. Forgrove Wrapping Machine, Rose Wrapping Machine, Rost Plastic Machine, Hohberger Ball Machine. Address G-7438, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

MACHINERY WANTED: 1 Model K.D. Kiss Machine. Address E-54316, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

MACHINERY WANTED: URGENTLY WANTED: Copper Coating Pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices. Address A-1433, c/o The Manufacturing Confectioner, 400 West Madison Street, Chicago, Ill.

WANTED: Steel or wood moguls, automatic ball machines, and starch dryers. Interested in modern equipment in good operating condition. Give full details, price, and where equipment may be inspected. Will pay cash and remove immediately. Address C-3436, c/o The Manufacturing Confectioner, 400 W. Madison St.,

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400 W. Madison

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